

ILLINOIS AND KANSAS CONVENTIONS REPORTED IN THIS ISSUE

THE AMERICAN ELEVATOR AND GRAIN TRADE



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**Finley Barrell
& Co.**

**GRAIN
and
PROVISIONS**

203 S. La Salle Street
CHICAGO

Mackenzie & Day
GRAIN MERCHANTS

We solicit consignments and offers of cash grain;
also future delivery orders on all exchanges

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ESTABLISHED 1877
LANGENBERG BROS. GRAIN CO.
GRAIN AND HAY

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**We Solicit Your
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HARRIS, WINTHROP & CO.

Commission
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New York Stock Exchange New York Cotton Exchange
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Covers all markets. Ask for the weekly or
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Saves fretting and sweating and demurrage bills.

Saves its cost in wear of other scoops.

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Scoop-Truck Company**
2227 W. Jefferson Ave. DETROIT, MICH.



JAMES E. BENNETT & CO.
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Ship your grain to us.

Chicago—Peoria—St. Louis

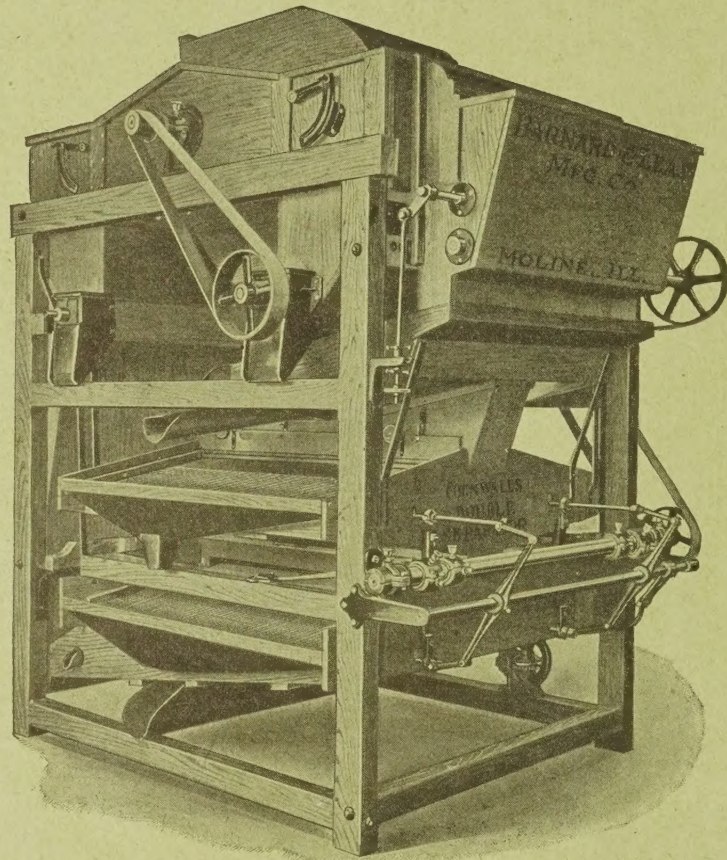
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PEORIA
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Barnard's Separators contain every desirable feature

The journal boxes and eccentrics are self-oiling in the latest and most perfect manner.

The sieve cleaning device which is applied to the under side of the sieves, is superior to any other device used for the purpose. It lifts the clogged material out of the holes and causes it to tail over instead of assisting it to pass through with the grain.

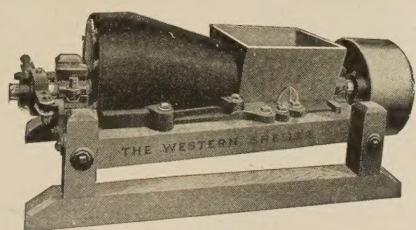
The settling chambers are extra large, and thoroughly collect all heavy material, allowing only the light dust to be blown out by the fan.

The sieves are all adjustable and are easily removed and changed for different kinds of grain.

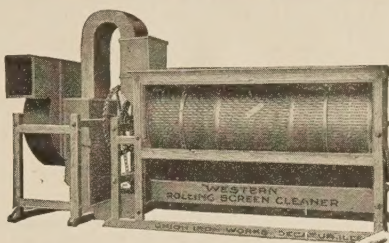
In short, these machines are light running, easily controlled and operated, have large capacity, are durable and efficient.

We furnish them under the fullest guarantee.

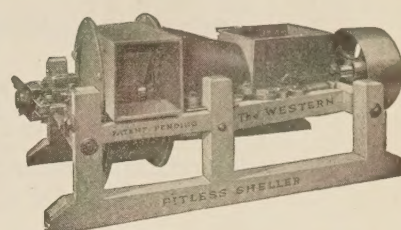
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ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



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"Western" Rolling Corn Screen Cleaner



"Western" Pitless Warehouse Sheller

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Preparedness

Preparedness is an important word in the grain trade, the same as in statecraft. It should be the watchword of the elevator operator everywhere.

The Union Iron Works in designing and building Western shellers and cleaners have incorporated a feature of "preparedness" which has made the name "Western" famous the world over. It is this feature that makes each and every Western machine or piece of Western equipment form a service that insures reliability, durability, economy and a readiness to perform the work it was intended for and do it without delay.

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In order to insure Western "preparedness" we have adopted a service that calls for shipment the day your order reaches us. This, together with the assurance that the supplies reach their destination in good order is our watchword and guarantee.

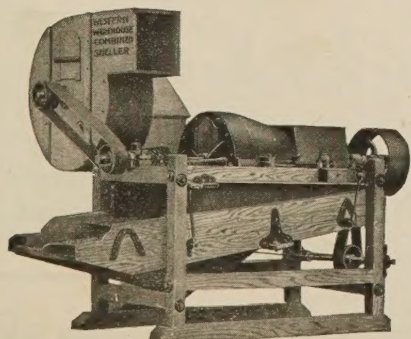
Be fully prepared when the new crop moves to handle your share of the grain with efficiency and at a maximum profit, remembering that Western equipment with Western "preparedness" is a means to that end. Write today for our elegant bound catalogue describing fully the merits of Western grain handling machinery and Western "preparedness" enjoyed by Western operators everywhere. A postal will do.

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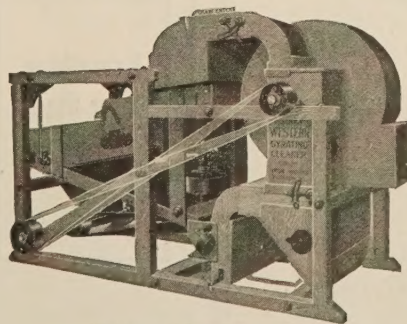
UNION IRON WORKS

Decatur, Illinois, U. S. A.

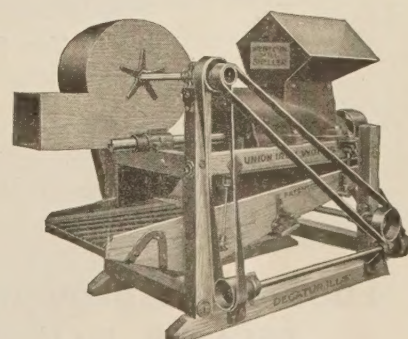
Complete line of Shelliers and Cleaners kept at 1221-23 Union Ave., Kansas City, Mo.



"Western" Warehouse Combined Sheller



"Western" Gyration Cleaner



"Western" Mill Sheller

Beall

THE MARK OF QUALITY

"Your Rotary Machine Is the Best"

Cerro Gordo, Ill., Oct. 26, 1915.

We have at hand yours of the 4th inst. relative to the Rotating Separator we have in our West plant, and will say that it gives us very good satisfaction.

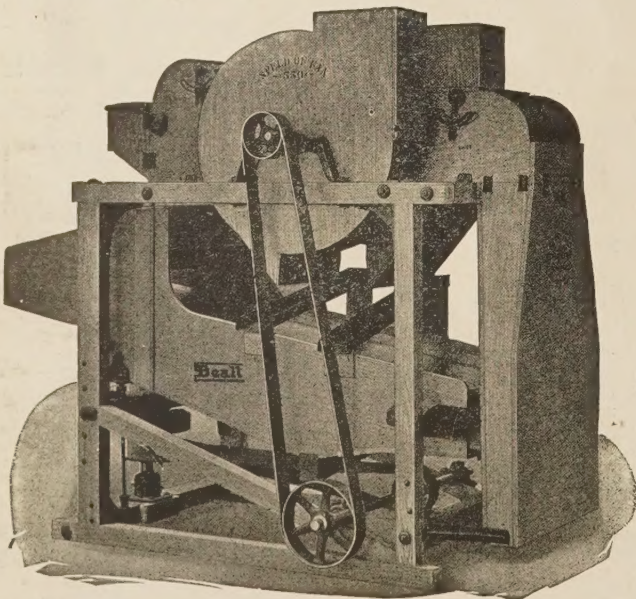
The Rotary machine is, in our opinion, the best, as it distributes the grain over the surface of the cleaner better and does not give jerky start-and-stop motion which tears a machine to pieces so readily.

Cerro Gordo Grain & Coal Co.
F. S. Betz, Mgr.

The Beall Rotating Warehouse and Elevator Separator

is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

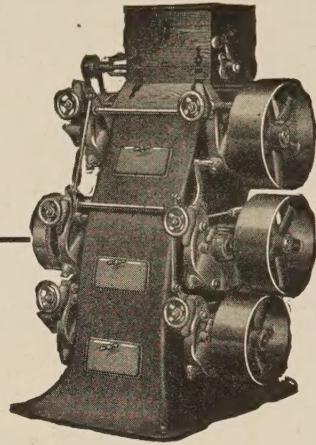
- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. It has large capacity for the amount of floor space.
- 4th. A small amount of horse-power is required for operating.



Built in Ten Sizes
Guaranteed Without Limit

A BEALL BOOK FOR YOU.—Write for our interesting booklet on grain cleaning and the "New Beall Separator." It will prove a source of profit to you. Your copy is ready. Write for it today.

The Beall Improvements Co., Inc.
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You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.
If you haven't got it we will send it on request.

Everything
for the
Modern
Mill

**Nordyke
& Marmon Co.**
INDIANAPOLIS, IND.

Established 1851

Ask for
Catalogs
on any
Equipment
you need

America's Leading Mill Builders



**BELTING
HOSE
PACKING
VALVES**

Depend on Goodyear Klingtite

The low maintenance cost of Goodyear *Klingtite* Belting is a source of real satisfaction to grain elevator operators.

Such a favorable belt record can only be due to one cause—Goodyear quality of construction.

The frictioned surface of Klingtite does give superior service over an ordinary rubber covered belt.

This frictioned surface is absolutely impervious to moisture and mildew and will not disintegrate and come off, as does the cover of a rubber belt.

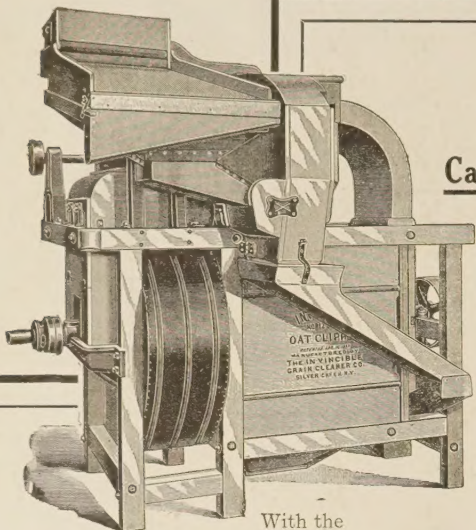
You will find, as have hundreds of other Goodyear belt users, that Klingtite is the one belt for continuous service and low tonnage cost in the terminal and inland elevator.

The improvement in elevator and conveyor systems, together with the increased durability and dependability offered by Goodyear belt construction have accomplished great strides in economical elevator operation.

For flat or troughed conveying, for bucket elevating and transmission, Goodyear *Klingtite* is the one belt you should keep in mind.

And when you next purchase belting remember that final cost and not first cost, is the only satisfactory way to judge belt quality.

The Goodyear Tire & Rubber Company
AKRON, OHIO

**Can You Afford**

to operate without proper means to handle the off-grade wheat as it comes to you

?

With the

INVINCIBLE Combined Clipper and Cleaner

you are ready for any wheat, no matter what its condition, and with profit to yourselves.

You need it—write us.

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are a recent buyer of
INVINCIBLE
Smutters.

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GRAIN COMPANY**

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**Chicago and
Fort Worth**

**TERMINAL ELEVATORS
Kansas City**

Are You Getting the Price??

If you want to get more than your competitor, supply your trade with properly prepared corn—thoroughly cleaned and uniformly graded.



But—don't lose your profits in doing it.

Any capacity and number separations to suit your needs.

**The
"Little Wonder"
Cracked Corn
Separator
and Grader**

As illustrated here is—

Lowest in first cost—

Costs less to operate—

Occupies very little floor space—

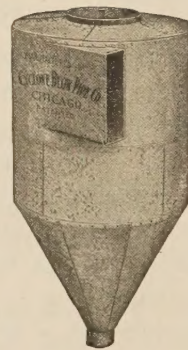
Proven the best in principle—

And makes separations that increase the value of your product.

If you have not yet entered the profitable poultry feed field, because of lack of room, or because the high first cost has made it look venturesome, or because you have not the volume of business to warrant the heretofore big expense—the **Little Wonder** is what you need.

Write today for samples—they are the proof. We ship the **Little Wonder** for trial in your own plant—FREE—and pay the freight both ways if it doesn't do the work.

THE GRAIN MACHINERY COMPANY, Inc.
103-107 Walnut St. NORTH VERNON, INDIANA

**COUNTRY ELEVATORS**

with Cleaners will profit by the installation of a small capacity

Cyclone Dust Collector

Will pay for itself in a short time.

CYCLONE BLOW PIPE CO.

Chicago,

Illinois

Write today
for
further
information

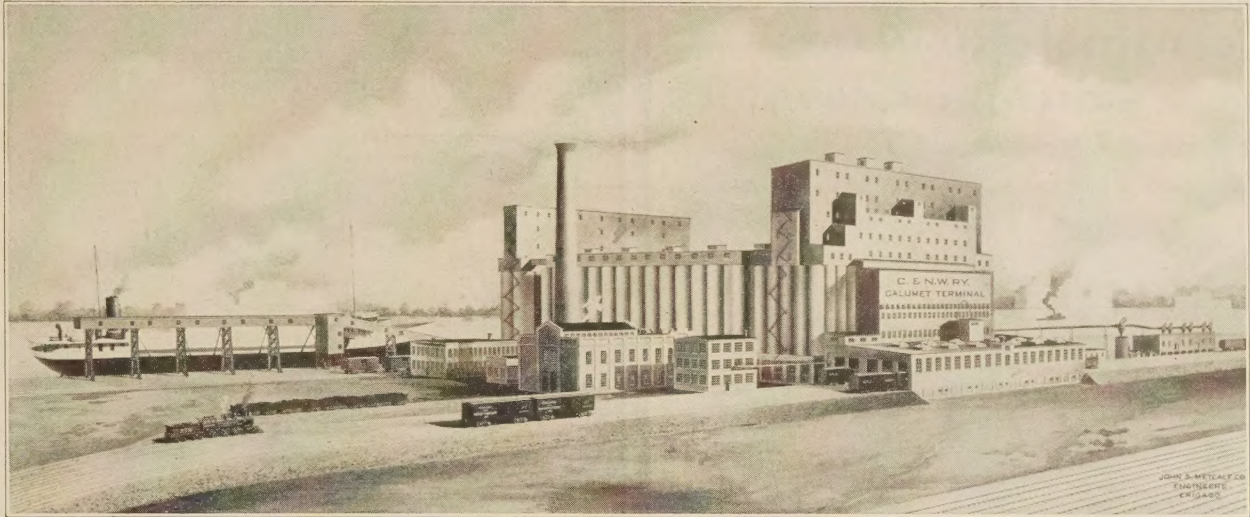
Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

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Illinois Grain Dealers**

Do you get the Van Ness Market Letters? You cannot afford to be without them. If not receiving these letters write for them at once.

GARDINER B. VAN NESS

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C. & N. W. RY. Calumet Terminal Elevator

South Chicago, Illinois

Now under Construction. Total Capacity of Completed Plant: 10,000,000 Bushels. To be operated by the Armour Grain Company of Chicago.

Designing and Consulting Engineers for Entire Work

John S. Metcalf Company, Limited

GRAIN ELEVATOR ENGINEERS

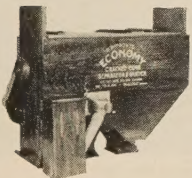
54 St. Francois Xavier Street, MONTREAL, CANADA

108 South La Salle Street, CHICAGO, ILL., U. S. A.

35 Southampton Street, LONDON, W. C., ENGLAND

The Improved Economy Cracked Corn Separator and Grader

Covered by two patents and third patent pending



The right for the manufacture and sale of the Economy Cracked Corn Separator and Grader has been taken away from The Grain Machinery Company, of North Vernon, Ind., by the inventors, J. W. Linkhart & Sons, who are the owners of the patents and are now manufacturing this valuable machine and putting same on the market very much improved. Look our rating up and see if we are responsible for all claims we may make.

This valuable machine is in a class by itself because of the number of good features it has over any other machine that does the same kind of work, being very simple in construction and operation and making four grades of highly polished poultry feeds at the same operation at a very small expense. These facts and the low price make the machine fit the needs of all poultry feed manufacturers. All we ask is a chance to ship machines on a free ten-day trial order and let the work of the machine make its own sale.

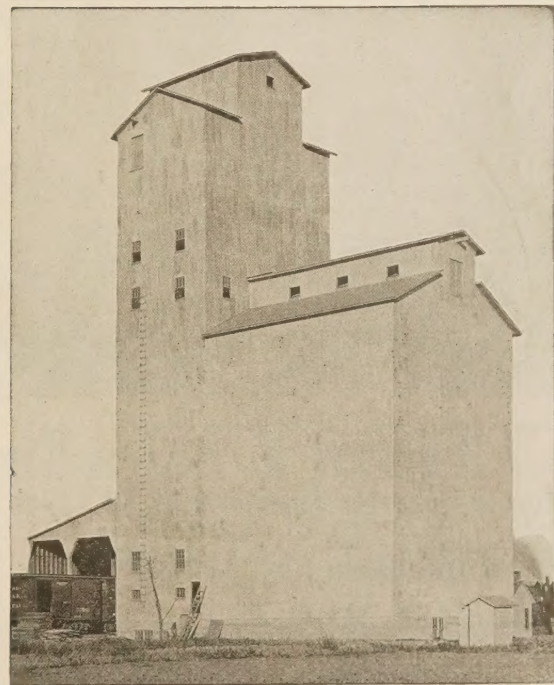
Write for printed matter and samples of work done on this machine and copies of letters from well-pleased firms who have bought the machines, both in this country and Canada. Here are some names below. Write to them. They are strangers to us.

J. W. Shields, Seymour, Ind.; Columbus Milling Co., Columbus, Ind.; S. F. Ross, Jonesville, Ind.; John Hill, Taylorsville, Ind.; George Warfield, Hicksville, Ohio; J. Zimmern Company, Mobile, Ala.; W. D. Foote & Co., Champaign, Ill.; Bennett Milling Company, Geneva, Ill.; Ivey & Co., Port Dover, Ont., Canada. *We can send many others.*

J. W. LINKHART & SONS, Sole Manufacturers
NORTH VERNON, IND.

Infringers will be prosecuted to the full extent of the law.

"When Better Elevators Are Built— BURRELL Will Build Them"



AS IT IS
TO-DAY

Burrell Builds Best Buildings

For
Grain Storage
Purposes

Seventy Contracts during 1915 of both large and small elevators in all parts of the United States is a fair indication of our standing as builders for the grain trade.

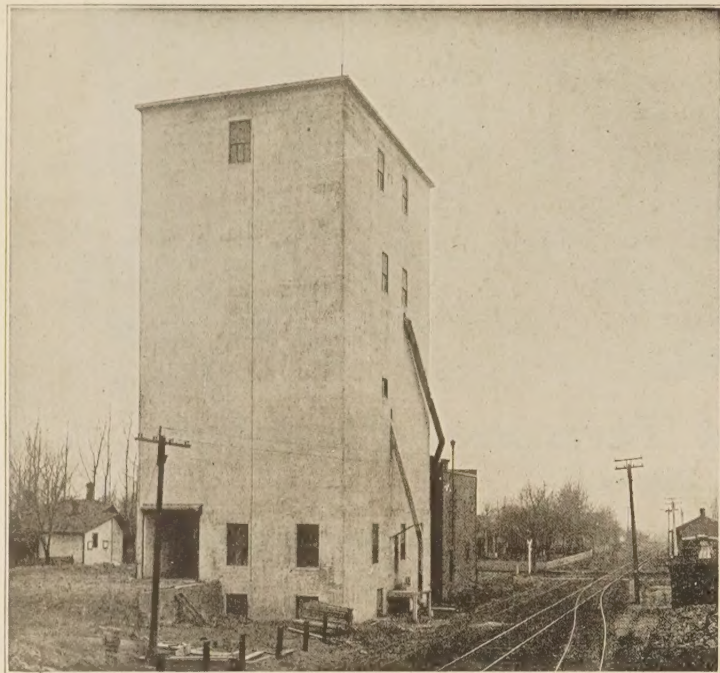
We Maintain the
Following Offices
for Your Convenience:

711 Hubbell Building DES MOINES, IOWA
217 Board of Trade Building INDIANAPOLIS, IND.
16 Hoke Building HUTCHINSON, KAN.

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Burrell Engineering & Construction Co.

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Transfer Elevators Terminal Elevators Country Elevators

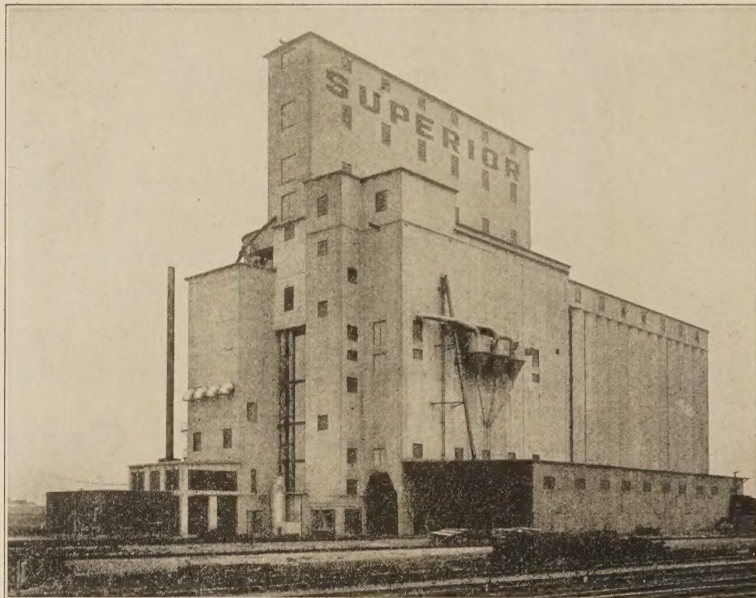


Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co. at Wingate, Ind. Capacity 60,000 Bushels.

Macdonald Engineering Co.
Monadnock Building, CHICAGO, ILL.

Superior Elevator, Recently Completed at Buffalo, N. Y.

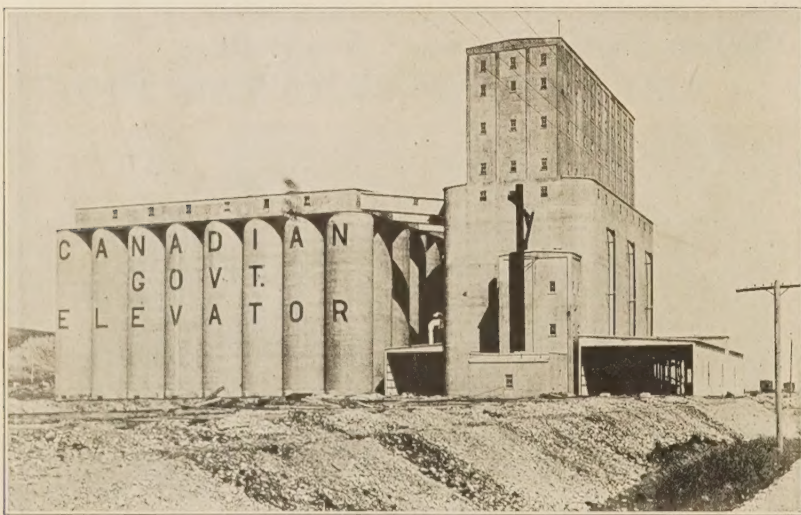
Storage capacity 1,500,000 bushels, with complete equipment for receiving grain from boats or cars, and for cleaning, drying and bleaching grain.



Fireproof Construction Elevators, Mills and Warehouses

We prepare plans and make lump-sum price for the complete work.

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Terminal Elevator, Calgary, Alta., 2,500,000 Bushels Capacity, Recently Completed.

**We Build Reinforced Concrete Structures of all Types
Grain Elevators, Mills and Industrial
Plants a Specialty**

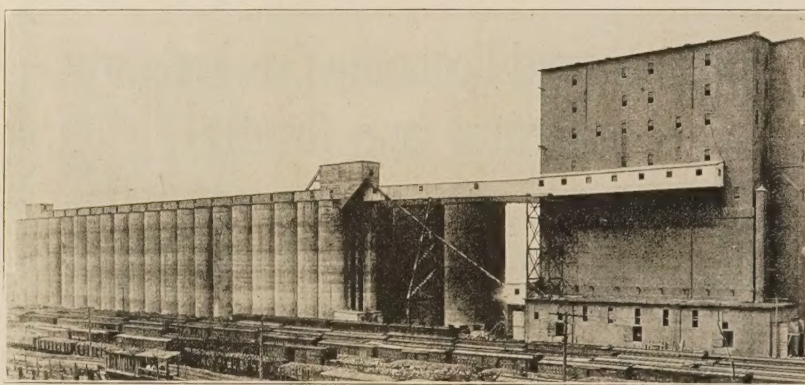
Our Engineering Department is ready to solve your problems and furnish preliminary estimates.

JANSE BROS., BOOMER, CRAIN & HOWE

GENERAL CONTRACTORS

717-718 Dime Savings Bank Bldg., Detroit, Mich.

Also Ziegler Block, Spokane, Wash. Mackle Block, Calgary, Alberta



1,250,000 bushel addition to Kansas-Missouri Elevator at Kansas City, Mo.

The Stephens Engineering Company
ENGINEERS AND CONTRACTORS
Monadnock Bldg. CHICAGO, ILL.

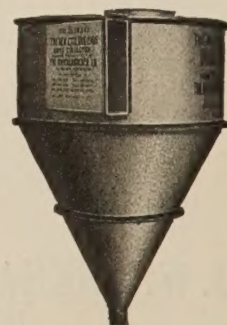
The "Knickerbocker Cyclone" Dust Collector



For Grain Cleaners

ALL STEEL

Write for Catalog

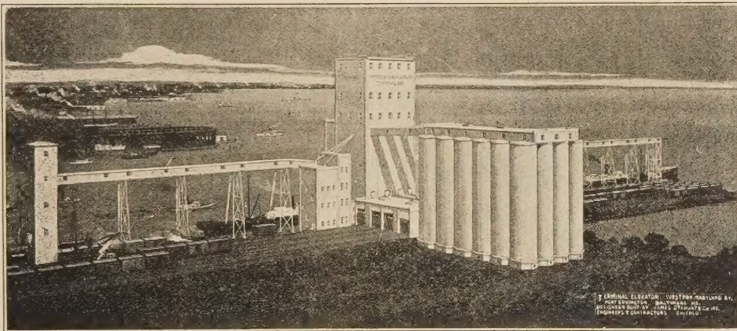


The Knickerbocker Company,

Jackson, Mich.

One Million Bushel Fireproof Terminal Elevator

FOR THE
Western Maryland Railroad Co.
Port Covington, Baltimore, Md.



Write us for designs and estimates

We Design and Build Elevators, any type of construction, in any part of the World.

W. R. SINKS, Manager

JAMES STEWART & CO., Inc.
GRAIN ELEVATOR DEPARTMENT

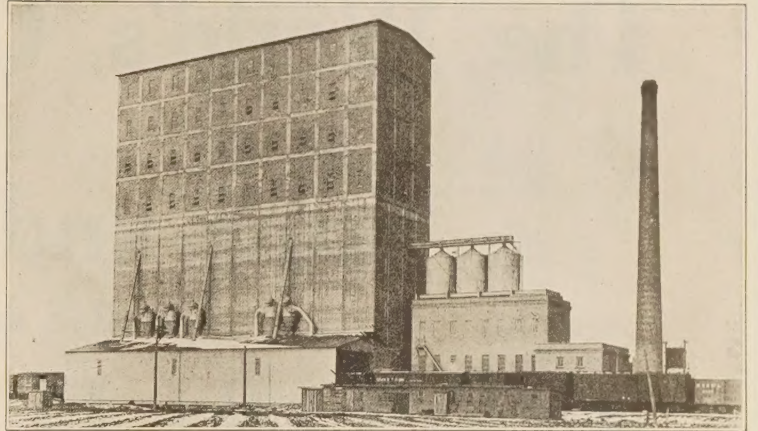
Fifteenth Floor of Westminster Building

CHICAGO, ILL.

The Michigan Central Fire Proof Grain Elevator

Located at 124th Street and Cottage Grove Ave.
KENSINGTON, CHICAGO, ILL.

Absolutely the most rapid handling elevator in or about Chicago.



Our experience covers every branch of grain elevator building work as well as any type or style of construction to meet requirements in any locality.

Designs and estimates promptly furnished.

Witherspoon-Englar Company

1244-1250 Monadnock Bldg.

CHICAGO, ILL.

FRANK KAUCHER & SON

Engineers and Builders of
Mills and Grain Elevators
Wood and Concrete.

32 years of experience in
construction work.

ST. JOSEPH, MISSOURI.

Reliance Construction Company

Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

There's no possible chance for confusion and misunderstanding about

DIXON'S SILICA GRAPHITE PAINT

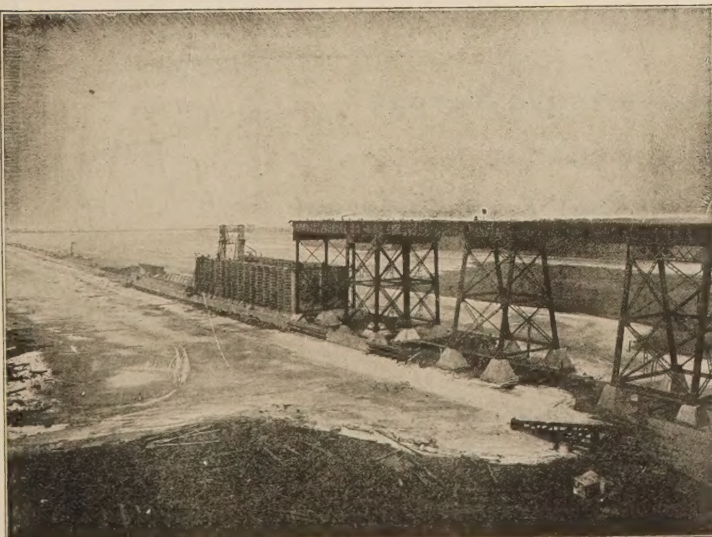
Made in
Jersey City



It is made in one
quality only—four
colors—fifty years.

Booklet 17-B.

JOSEPH DIXON
CRUCIBLE CO.
Jersey City, N. J.



The Barnett & Record Company GENERAL CONTRACTORS

Designers and Builders of

Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock under construction at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for designs and Estimates

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario

CHICAGO

The World's Greatest Market

for

Grain and Provisions

Handled and Financed

A WORLD'S RECORD

Movement of Grain and Provisions During the Crop Year Ending June 30, 1915:

	RECEIPTS		SHIPMENTS
Flour.....	9,329,000	Brls.	8,447,000
Wheat.....	107,718,000	Bu.	90,678,000
Corn.....	115,642,000	"	81,692,000
Oats.....	146,050,000	"	133,178,000
Rye.....	3,244,000	"	2,506,000
Barley.....	25,047,000	"	8,395,000
Cured Meats.....	187,712,000	Lbs.	747,313,000
Fresh Meats.....	693,493,000	"	1,197,630,000
Lard.....	103,277,000	"	324,778,000
Hay.....	320,071	Tons	83,672

The Chicago Board of Trade maintains an open market place where during war or peace there is always a market for any volume of grain of any kind no matter what its grade or condition.

No War or Panic

Has ever seriously interfered with the continuous maintenance of this GREAT CENTRAL GRAIN MARKET.

GRAIN GROWERS and GRAIN DEALERS of the Central West will not readily forget the inestimable service rendered during the past year to both producer and consumer by The CHICAGO BOARD OF TRADE and other grain exchanges.

Uniform Grades—Honest Weights—Ample Storage

Large Drying and Cleaning Capacity

Excellent Banking Facilities—Lake and Rail Transportation

Uniform and Equitable Trade Rules

Admitting of speedy and fair adjustment of all business disputes

These unequalled facilities invite all responsible grain dealers to

SHIP TO AND HEDGE IN CHICAGO

POPE & ECKHARDT CO.

Commission Merchants

GRAIN & SEEDS

111 W. Jackson St

CHICAGO

Bartlett Frazier Co.

Western Union Building

CHICAGO, ILL.

Receivers and
Shippers of All
Kinds of Grain

¶ Always in The Market
to Buy at Outright Prices.
Wire offers.

¶ Special Attention Given
to Consignments. Our
Facilities for Handling
Same are The Best.

ROGERS SERVICE

A parrot can be taught to say "Just as good," but it doesn't know what it is talking about.

Our customers know there is no substitute for our service and we invite new customers to give us a fair trial and then judge for themselves.

Prompt returns with checks to balance.

All branches of the Grain Business.

ROGERS GRAIN COMPANY

Just Removed to Larger Quarters

**Fourth Floor, Postal Telegraph Bldg.
CHICAGO**

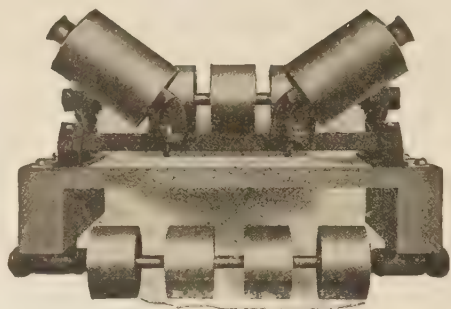
**ARMOUR
Grain Co.**

GRAIN DEALERS

CONSIGNMENTS SOLICITED

This department is fully equipped in every way to give the very best service in Chicago.

137 South La Salle St., CHICAGO



Improved Belt Conveyor

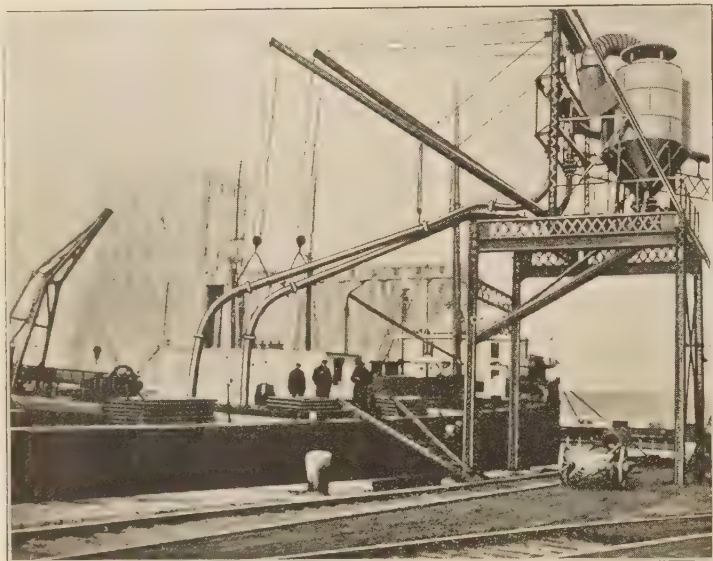
Carries all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory—nothing to get out of order.

We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for supplies. Send for Catalog 38.

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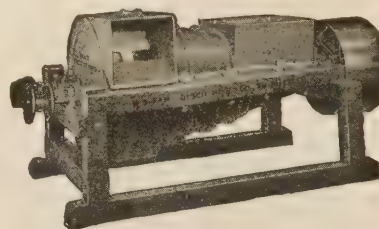
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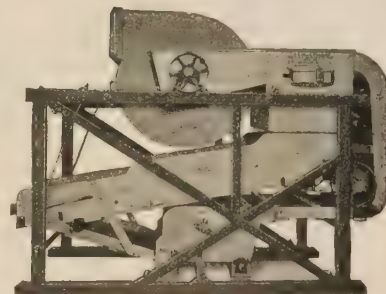
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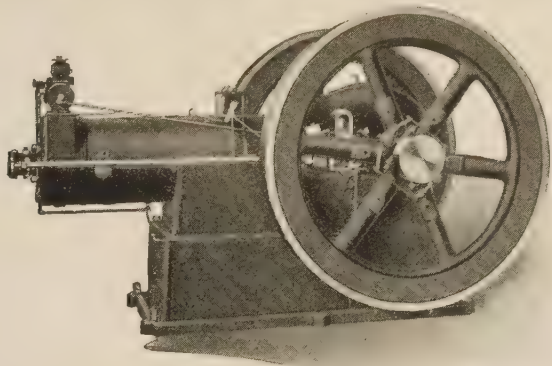
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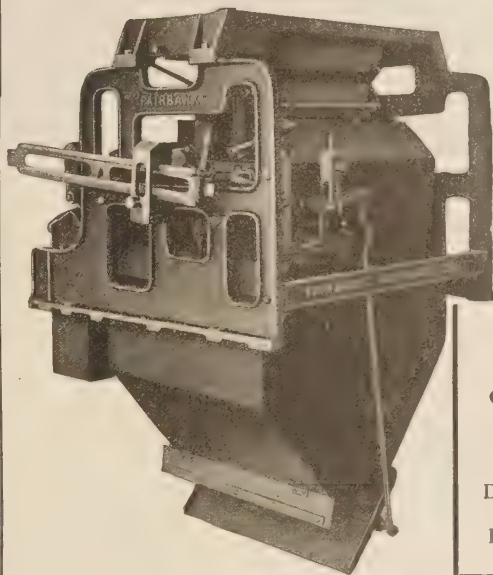
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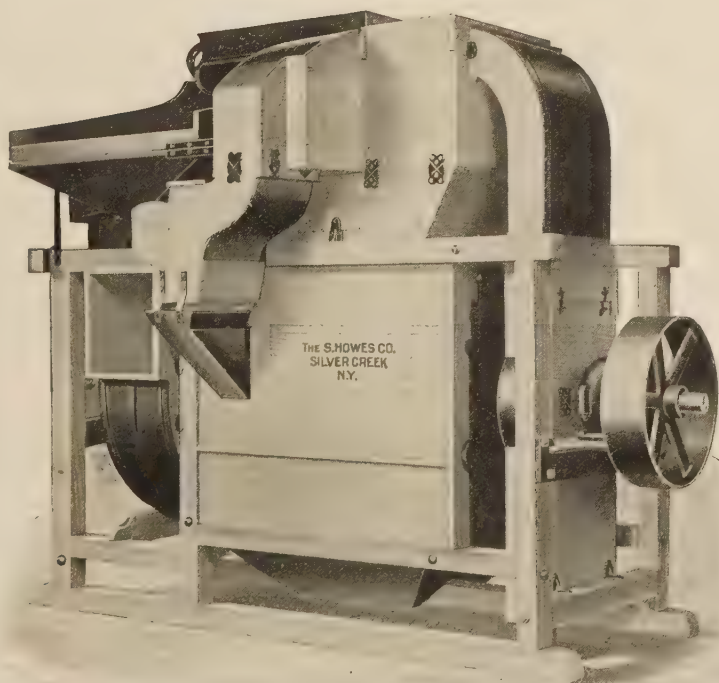
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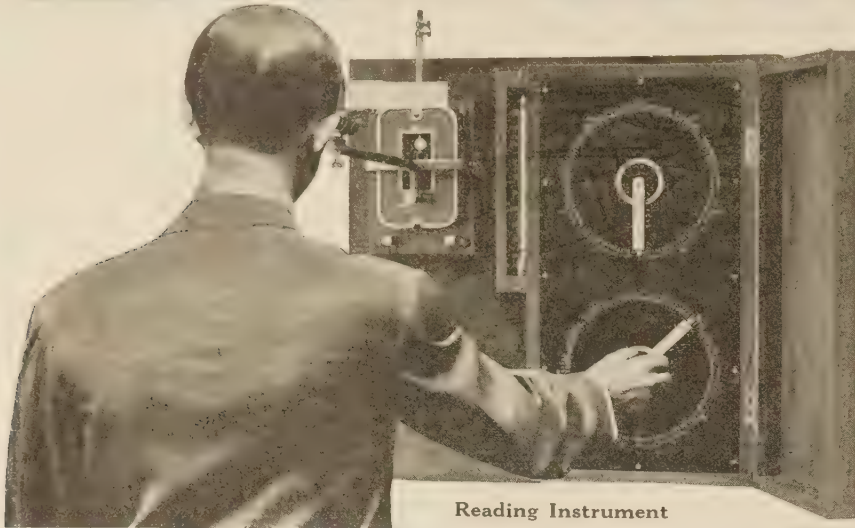
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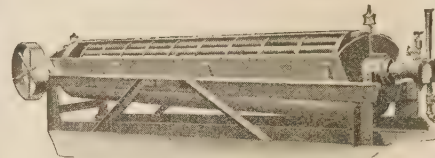
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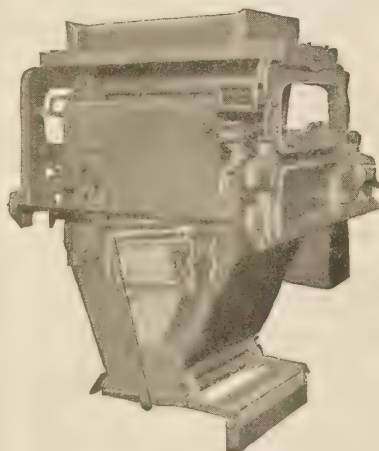
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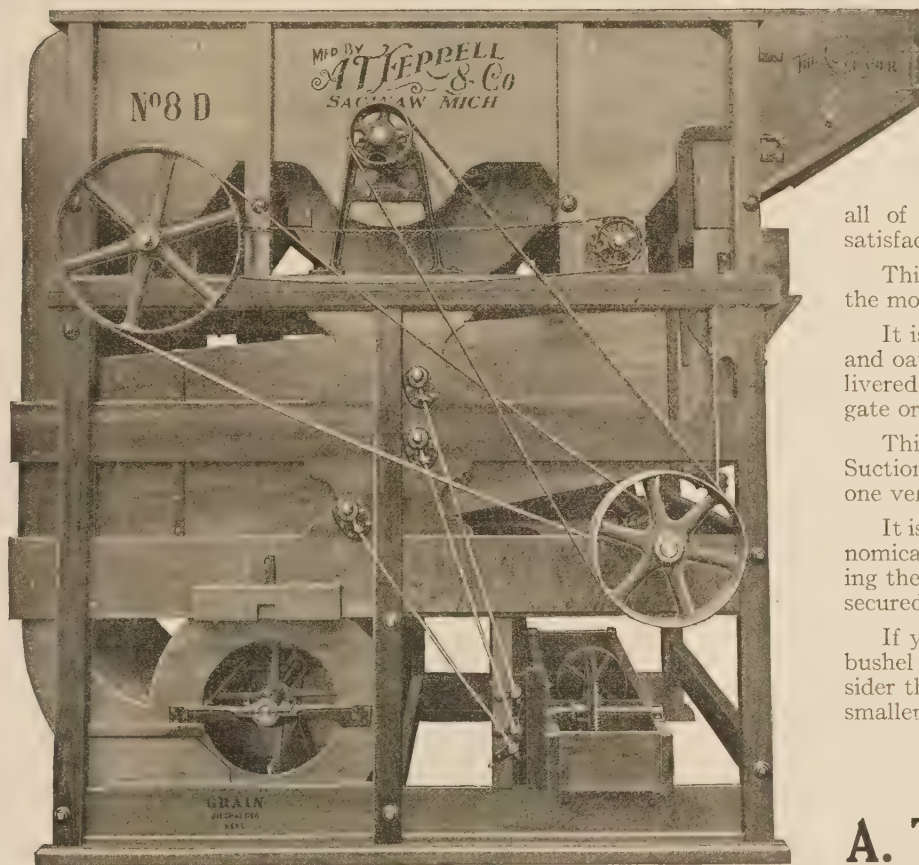
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THE demand for a high grade grain cleaner with large capacity and capable of making close separations has induced us to design and place this machine on the market. We installed the first machine of this type two years ago and since that time have placed several more. After carefully testing them out under the closest observation and most severe tests, we feel gratified to be able to say that all of the machines installed to date are giving excellent satisfaction, both as to capacity and results.

This machine has our Roller Bearing Traveling Brushes—the most satisfactory traveling screen brush ever devised.

It is equipped with the Double Screen system; the wheat and oat screens are always in the machine. The grain is delivered onto the screen you wish to use by simply shifting a gate or valve, avoiding screen changes and saving time.

This machine is a combination of the Vertical Blast and Suction principles. It is equipped with two suction legs and one vertical blast causing a saving in power.

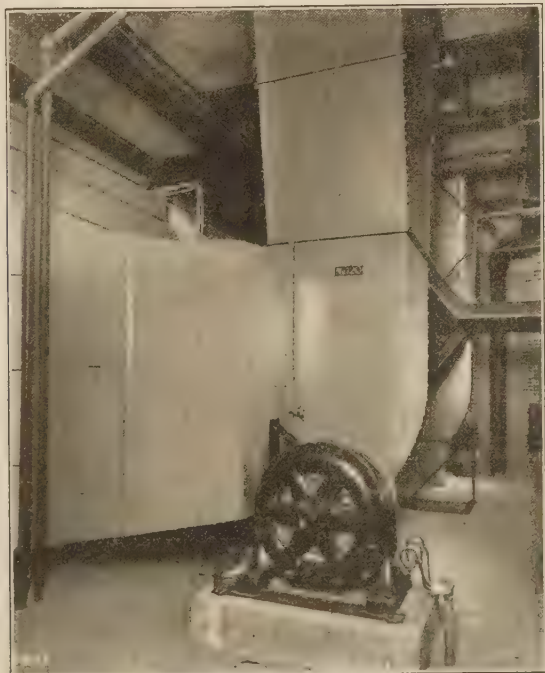
It is simple, durable, has large bearings and eccentrics, economical, has force feed hopper, hopper feed agitator. Considering the material used, fine workmanship, and excellent results secured, it is the most perfect grain cleaner on the market.

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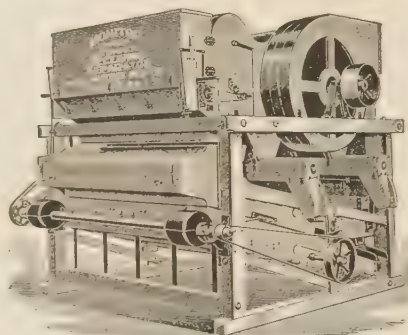
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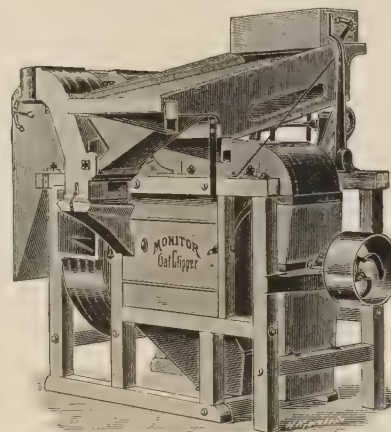


Leader of our 137 styles of modern, heavy-service Grain Cleaners. This Automatic model embodies the most advanced ideas in Cleaner equipment that successfully deliver close-controlled, economical separations in general cleaning work. Comparison shows this machine carries more important, beneficial features than anything in Cleaners. Our literature explains why "Monitor" dependability, efficiency, economy and endurance are everywhere conceded without equal. Catalog No. 45 sent on request.

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OAT CLIPPER



Going carefully through our descriptive literature of "Monitor" Oat Clippers you will quickly realize that in our improved machines you are offered quality of construction, workmanship and finish, oat clipping efficiency and dependability that are not matched up to with any other Oat Clipper. Allow us to show you.

The only ones to be used in the World's largest elevator

When the new 8,000,000 bushel capacity C. & N. W. R'y "Calumet Terminal" Elevator, at South Chicago, now building, is put in operation but one make of Receiving Separators will be in use—"Monitors"; but one kind of Oat Clippers will be in service—"Monitors." The selection of "Monitors" *exclusively* for this gigantic house was a decision taken after a year's investigation of all leading makes. Merit hath its own reward.

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



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Subscription price, \$1.00 per year.

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Established in 1882.

VOL. XXXIV.

CHICAGO, ILLINOIS, MAY 15, 1916.

No. 11

New Orleans Public Elevator Nearing Completion

ALMOST everyone in the grain trade is interested in the new elevator which is being erected for the Board of Port Commissioners at New Orleans. The architect's perspective of this elevator, working plans and a description of the proposed construction and equipment were published in the September, 1915, issue of the "American Grain Trade." Shortly after this the contract for building the elevator was awarded to Janse Bros., Boomer, Crain & Howe of Detroit, Mich., and work was immediately started. The construction work has been pushed forward very rapidly and the elevator is beginning to assume such a shape as to indicate very clearly its ultimate appearance.

According to the contract the entire plant, bins, working house and all must be completed by July 15. Such progress is being made that there seems

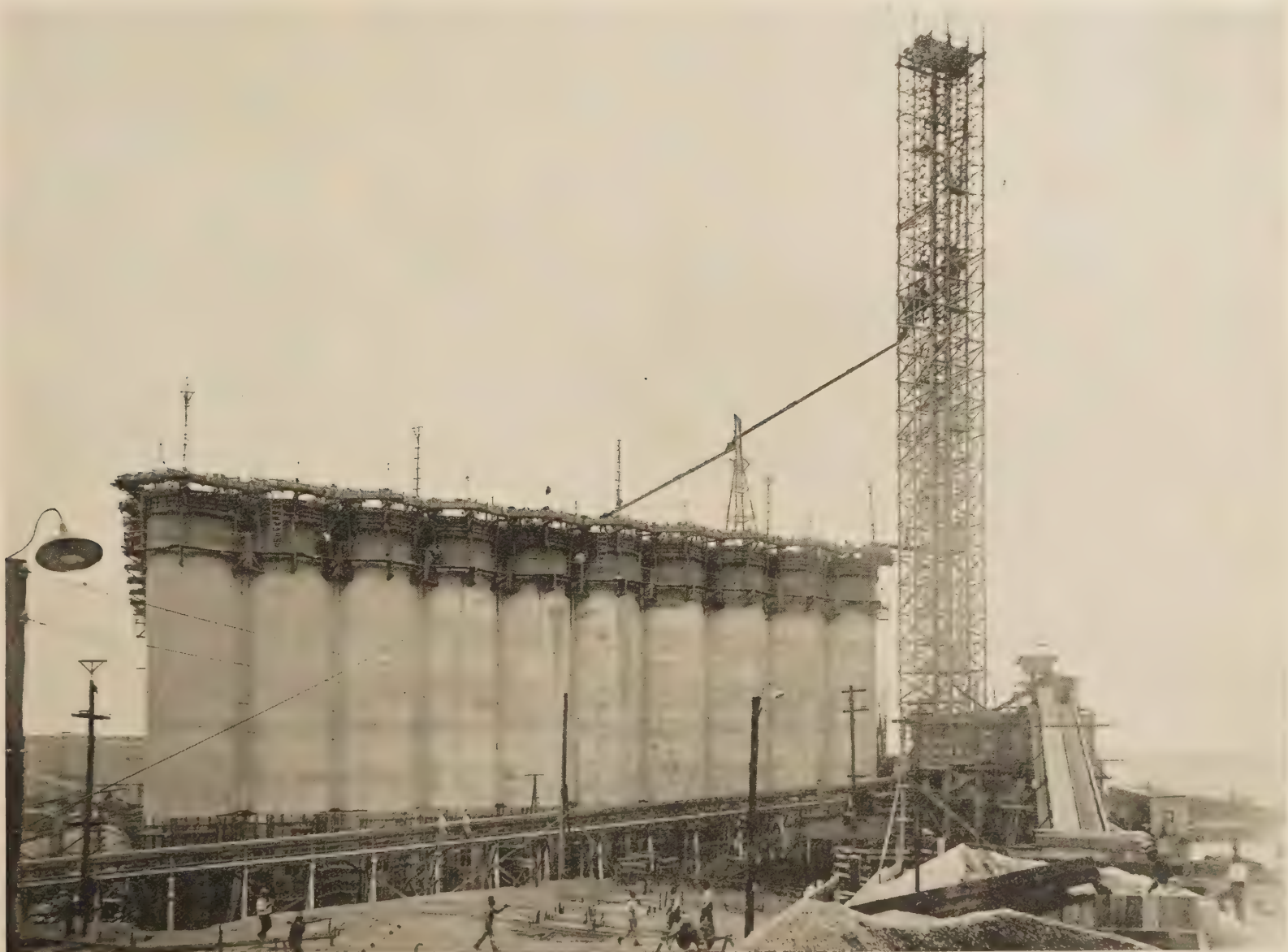
little chance of the contractors having to pay the \$400-per-day penalty for delays after that date. The concrete storage bins have been going up at the rate of 10 feet every 24 hours. There are 105 of these tanks, covering an area of 97x161 feet and extending to a height of 90 feet. The total storage capacity will be 1,023,000 bushels.

Some of the unusual methods for obtaining greater efficiency in each unit of the construction work are attracting considerable attention.

To facilitate the unloading of the sand and gravel a tunnel more than 200 feet long has been built over which are great bins into which the sand and gravel cars are unloaded by a great electric crane. The sand cars are emptied at the rate of one every 30 minutes, the crane scooping it up with a big clam-shell steel bucket.

From the big overhead bins the sand and gravel is fed through chutes into an electrically operated revolving belt conveyor 20 inches in width, which goes through the 200-foot tunnel and up the incline to a dump 60 feet high, where it is fed into three large storage bins over the mixers. Another electrically controlled covered conveyor belt 18 inches wide carries up the cement from the cars to the same storage bins, where the concrete is mixed automatically in proper proportions and carried into a steel bucket, which is then lifted up a tower 185 feet in height to a discharge hopper, from which it is transferred to another discharge hopper at the movable platform by means of a long spout.

The wooden tower is built in double structural work with one side equipped for handling the two concrete buckets and the other side for ladders.



PRESENT STAGE OF CONSTRUCTION OF THE NEW ELEVATOR OF THE BOARD OF PORT COMMISSIONERS AT NEW ORLEANS, LA.

The elevator plant will consist of a working house and annex 100 by 200 feet; a drier house equipped for drying 2,000 bushels per hour with storage space above the drier sufficient to hold a day's run; track sheds and shipping galleries. There is a marine arm by which an immense pneumatic pump device can scoop up bulk grain from barges at the rate of 6,000 bushels an hour, and so designed as to enable the arm to adjust itself to the height of the river. The wharf will be able to accommodate at the same time two 500-foot steamers for loading grain and a 150-foot barge for discharging. Safety devices of the latest type will be installed, together with modern cleaners and dust collecting system.

WHERE OCEAN CARRIERS HAVE GONE

That the difficulty of getting vessels for carrying freight to Europe is due to the destruction by mines and submarines was exploded recently by a report from Admiral Sir Cyprian Bridge of the British navy, who is quoted by the *Times* as follows:

"In 1915, after more than 12 months of war, the steam shipping of the United Kingdom increased by 88 vessels and 343,616 tons. France, though the enemy had destroyed 41 of her steamers, of 139,805 tons, was at the end of 1915 only nine steamers and 12,374 tons short of the figures of 1914. The Russian steamers diminished in number by three, but increased in tonnage 902. In Italy there was an increase of 18 steamers and 83,156 tons.

"In 1915 there were 432 steamers (other than warships) under construction in the United Kingdom, and their tonnage was 1,536,177—that is to say, 50 more steamers and 216,006 more tons than the sinkings of the enemy.

"There has been in nearly 19 months a destruction of about 4 per cent of the merchant shipping of this country and its allies, and a much smaller percentage of the merchant shipping of neutrals. The loss occasioned by the former has been more than made up. It may be said that there has still been a loss to us, to which it can be replied that the difference between 96 vessels and 100—even if not made up—could easily be got over by a small amount of improved organization. A reduction of two days in a 'round voyage' of seven weeks—including loading, unloading, and refit—would do it. In 1911 there entered the ports of the German Empire 5,058 British ships with a tonnage of 5,796,273. Many of these, no doubt, made repeated entries; but if we allow 10 entries per ship it would appear that 500 of our ships with a tonnage of about 579,000 were employed in trading to Germany. If we add to the number of ships and tonnage arriving at non-German Baltic ports and at Constantinople and the Black Sea, and allow for repeated voyages of individual ships, we should find that the total surpasses that of our merchant shipping destroyed by the ruthless methods of our German enemy. This total has been set free for traffic elsewhere.

"From this it is clear that the present shortage of tonnage is not due to the barbarous action of hostile submarines. The cause of that shortage can only be due to the great requirements of the naval and military services. The latest published statement of these is that they demand the employment of 3,100 vessels."

The American merchant marine through purchase and active building operations has increased materially during the year. Our consul at Havre, France, reports that more American ships have made the port during the past six months than ever before. Other ports also note a considerable augmentation of American shipping. So that the difficulty of the freight situation resolves into the war needs of the allied governments. When all this shipping is released at the end of the war freight rates will probably touch their lowest point in many years. The business of reconstruction will need most of it, however, and after the first depression there seems no reason why ocean carriage should not be on a normal basis in spite of the increase in carriers.

SPANISH freight rates on wheat have been reduced 25 per cent during the period April 1 to June 30. There is an increased wheat acreage this year over last of about 90,000 acres.

THE Minister of Agriculture for New South Wales, Australia, has engaged a firm of engineers to make plans and specifications for elevators for the bulk handling of grain. This is the first definite step in the right direction, and the other Australian states are expected to follow the excellent example.

How Much to Cover Shrinkage

Use of an Arbitrary Charge Involved—Certain Loss to Elevator Unless Constantly Checked

By G. D. CRAIN, Jr.

LOSS of weight of grain in storage is one of the most familiar facts of the business, and yet it is safe to say that it is one feature which has never been satisfactorily worked out. This is due to the obvious complications involved in dealing with this important factor, for weather conditions, the season, and the character of the grain, all enter into the situation. Each of these elements is a variable which would change the result were figures to be obtained on lots of grain at different times and under different conditions.

Because of the difficulty which attends the determination of the shrinkage, the tendency has been to adopt a rough-and-ready system of dealing with it. This is unquestionably the easiest way, but whether it is the best is another proposition. If it is capable of introducing errors, it is plain that the burden falls on one party or the other; on the elevator or on its customer. In the case of the concern which is storing its own grain, the problem is principally one of bookkeeping. If the allowance is not correctly figured, the dealer will be giving himself paper profits, which have no existence in fact, and suggest the possibility of his waking up some day to the realization that he had been "kidding" himself.

Of course, not every dealer is as blissfully ignorant of the cost of carrying grain in storage as the manager of a certain plant in the Bluegrass of Kentucky. This elevator, which is being run on a commercial basis, nominally, at least, was established originally in connection with a large farm, which is one of the show-places in Kentucky. The manager, therefore, is probably more of a farmer than a grain man, but even at that it is hard to understand how he is able to convince himself that this statement, attributed to him recently, is correct:

"When we buy oats in the fall, filling our 100,000-bushel elevator to capacity, and sell them at a 10-cent advance in the spring, we 'make' \$10,000 on the deal."

If that were possible, of course, every grain man in America would be riding in twin-sixes, and spending his leisure moments clipping coupons and investing in war-brides. Unfortunately, however, little things like interest, insurance and shrinkage insist on having consideration, and by the time they are taken into account, the margin of profit left from the apparently munificent 10-cent advance is not so large that the services of a microscope may be dispensed with. In fact, if crop conditions every season were similar to those which have prevailed during 1915-16, the grain dealer who indulged in the gentle pastime of carrying grain in storage against an anticipated rise would come to the conclusion that somebody had broken into his burglar-proof safe and made away with his profits. And even Sherlock Holmes couldn't capture the thief!

The heavy moisture content of practically all grain produced in 1915 has emphasized more than ever before the necessity of a more careful consideration of the shrinkage problem. Even oats, which ordinarily do not show a great amount of variation, went off several points in this respect, as tests taken at 90-day intervals demonstrated to the satisfaction of those dealers who were sufficiently interested to watch the situation. From the standpoint of the man who had been using an arbitrary charge to take care of shrinkage due to evaporation of moisture and other causes, the situation was crowded with opportunities for loss of the concealed, invisible character so irritating to the practical man.

The writer recently ran across the experience of a big public elevator which has been taking care of shrinkage by the use of an arbitrary charge of 55 pounds to the car. This charge, by the way, was decided on a good many years ago, and has been kept in force ever since, habit alone being sufficient to argue in favor of its retention. Yet, when one

stops to consider the fact that during the period covered by the experience of this concern shipments increased in average weights from 40,000 or 50,000 pounds to 65,000 or more, some even running up to 80,000, it doesn't taken an expert accountant to see that if 55 pounds were an accurate allowance then, it is definitely inadequate now.

As a matter of fact, those connected with this concern admit that the company has been finding by the results at the end of the season that its allowance for shrinkage has been insufficient—a condition which would be adequately explained simply by the increase in the capacity of the cars. The arbitrary was based originally on the apparent assumption that the loss would be about one-tenth of 1 per cent—55 pounds on a 55,000-pound car—and if the same charge were to be used now, with the average running about 60,000 pounds, there would be an increase in the charge of at least 5 pounds to the car. That additional allowance, figured over the millions of bushels handled during the course of a season, would mean a big difference in the net results, and the increase could certainly be justified on the basis of the actual conditions.

There is another side to the question, also. The use of an arbitrary of this kind is unfair to the shipper of smaller cars. Suppose a car comes in which weighs only 30,000 pounds; in that event the 55-pound deduction, assuming that a loss of .001 is actually going to take place, is excessive, and the owner of this car is helping to pay for the loss which is experienced in handling the business of the big-car shipper. This may average up in the long run, but what is the advantage of depending on averages when a definite, accurate charge could be assessed that would distribute this loss equitably among all of those whose grain is handled in and out of the elevator?

It was pointed out that this arbitrary allowance for shrinkage has become too small because of the changed conditions of shipment. But what is going to happen when to this is added the loss occasioned by exceptional weather and crop conditions, involving a larger moisture content than is ordinarily experienced? It is certain that the result here is going to be even more disastrous than usual, and that the elevator is going to give back to the shipper more grain than he put in. Such a result may be quite unintentional on the part of the elevator company, but under the conditions as stated that is exactly what is bound to happen.

No business man wants to be a philanthropist. Moreover, he cannot afford to be, if he expects to remain a business man. Those who combine philanthropy with business operations usually end by having it said of them that they were "formerly" of prominence in their respective lines.

Besides, giving the customer something to which he is not entitled might be an advantage if he were told of it; it might even be a "talking-point" for new business—consider the mad rush to the elevator which advertised that it made an inadequate charge for shrinkage, and would return more grain to the patron than he actually put into the elevator! But when neither the elevator man nor the customer is aware of it—until the former figures up the results of his business at the end of the season—nobody is getting any benefit.

Seriously, it is evident that the elevator which is using a fixed, arbitrary allowance, without taking account of the change in conditions, is riding to a fall. During the past six months it is certain that the shrinkage on oats has been greater than usual, and that those who have continued to handle oats on the normal basis, without reference to the abnormal evaporation, have been losing money as a result. And, inasmuch as the normal moisture contents of wheat and corn are greater than that of

The U. S. Office of Markets

A Branch of Federal Activity which Has Been Brought to the Fore by Sweeping Reorganization of U. S. Dept. of Agriculture—Its Work Promises to Be of Utmost Benefit to Grain Trade—An Interview with W. H. Kerr

By WALDON FAWCETT

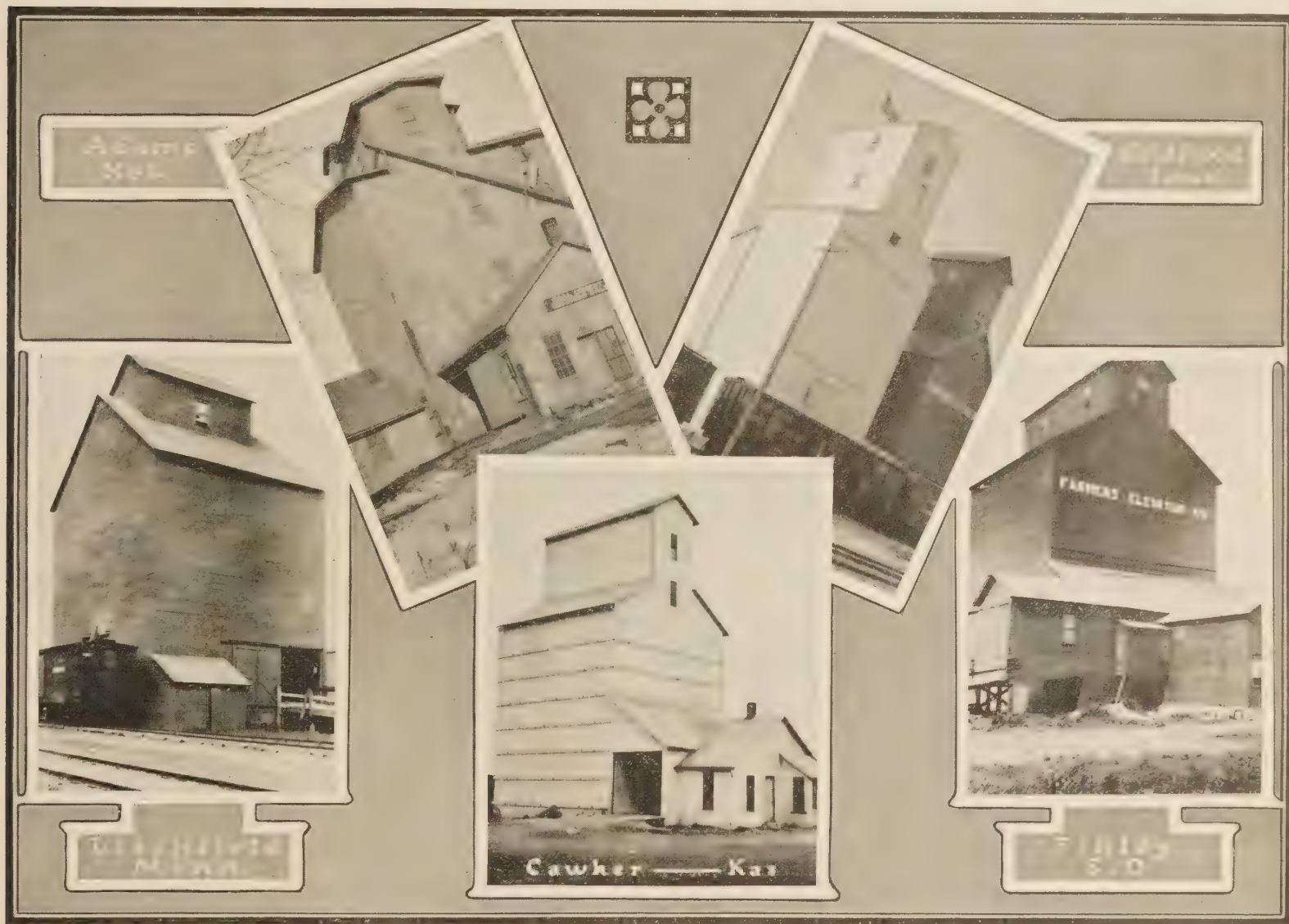
oats, with a consequently wider field for variation, the opportunity for piling up losses due to disregard of this factor is all the greater in handling these lines.

Of course, the elevator man who is using this system may retort that if the grain is shown to be so moist as to require turning, he gets extra compensation for this service, and figures each lot on its own merits as to shrinkage. This is true enough; but between dry grain, which is going to show only a slight shrinkage from evaporation, and material which is so wet as to require careful attention to prevent deterioration, there are many conditions, in all of which there is present a considerable percentage of moisture, which is going to be lost in the elevator if the grain remains there long enough, and which is going to be treated as if

THE U. S. Office of Markets is a division of the Department of Agriculture at Washington which has lately been added to the list of Governmental institutions that are aiming to render practical, helpful service to the commercial interests of the elevator and grain trade. It is from this section of the Federal organization that there has

gress has allowed greatly increased appropriations for the expended work of this arm of the service.

The elevator and grain trade naturally falls within the scope of various general investigations that have this year been assigned to the Office of Markets, for instance, "Market Surveys, Methods and Costs"; "Transportation and Storage," which goes



THESE ELEVATORS WERE AMONG THE FIRST TO ADOPT THE GOVERNMENT SYSTEM OF ELEVATOR ACCOUNTING

it were grain when the customer ships out the quantity called for on his receipts.

One-tenth of 1 per cent may be a sufficient charge for shrinkage under ordinary conditions. If this is the case an arbitrary such as 55 pounds to the car is inaccurate and should be dropped. On the other hand, it is so evident that conditions change from season to season that it would seem reasonable to suppose that the logical plan would be to determine the charge for one season at a time, and vary it accordingly. It would be understood, of course, that no change in the allowance for shrinkage would be made unless conditions were such as to warrant it, and the effort would be to make this a standard proposition; but when the unexpected happens and the elevator man is confronted with a proposition such as grain with an unusual moisture content, the only safe thing and the only sensible thing—incidentally the only fair thing—is to fix the shrinkage allowance at a point which will really and adequately cover it.

recently come that movement in behalf of a change in prevailing systems of elevator accounting that has attracted so much attention among grain men. However, this one project gives but small hint of the ultimate scope of the operations planned with reference to grain handling and storage and indeed the work in connection with elevator bookkeeping is to spread far beyond its present confines.

That the commercial interests in the elevator and grain field have suddenly commenced to hear so much of the Office of Markets whereas heretofore they have heard so little, is due in great measure to the sweeping reorganization of the U. S. Department of Agriculture which has been carried out during the past few months. There was, prior to this shakeup, an Office of Markets in the Department but it had no such importance as now attaches to it, thanks to the concentration under this one head of a number of related activities that lost something of their efficiency through being scattered in different sections of the Department. Incidentally, Con-

into such questions as car supply in relation to the grain crop; and "Marketing Business Practice." In addition, however, the Office has undertaken special "Grain, Seeds and Hay Marketing Investigations" and upon this activity alone more than \$10,000 will be expended during the year 1916.

This specialization on grain and hay marketing has been separated from the general or miscellaneous probe of marketing in order that the Federal experts may get down to brass tacks in the study of this specific question. First of all, there will be investigated the primary marketing of spring and winter wheat, including especially the uses and abuses of dockage in the first sale, and the comparison of results in the case of grain passing from the farmer to the line, independent or farmers' mutual elevator. Then there will be taken up the various methods of marketing corn and other grains and seeds both for domestic and export trade. Likewise will there be attention bestowed upon future grain transactions and exchange practices; and the

"spread" in the marketing of various grains. Grain storage, scalping, mixing and warehousing practices, as well as track selling and other subjects, will all come in for due consideration in the effort to suggest possible improvements and economies in marketing the grain crop.

Readers of the "American Grain Trade" who are familiar with the work of the Office of Grain Standardization of the Department of Agriculture will realize at once that it will require nice work lest the above ambitious program of the Office of Markets overlap the jurisdiction of the Grain Standardization Office, resulting in lost motion if not in possible friction between workers in the respective domains. However, assurances are given at Washington that there will be no such conflict. The Office of Markets will, in its newly inaugurated investigations of grain marketing work in close co-operation with Dr. Duvel's institution and it is asserted confidently that matters will be so arranged that there will be no duplication of effort.

Whereas the grain marketing investigations above outlined are as yet largely in the future, very tangible progress has already been made in the investigation of marketing business practice as applied to grain elevators and warehouses. This is a work which has been in progress for a couple of years and the first conclusive evidence of it was forthcoming in the issuance in the spring of 1915 of the widely-circulated bulletin entitled, "A System of Accounts for Farmers' Co-operative Elevators." Now this same work is to take a turn of more practical benefit to the commercial men of the grain trade.

The first announcement of the impending program has just been made in an interview given for the "American Grain Trade" by W. H. Kerr, Uncle Sam's expert investigator in elevator business practice. Said he:

"The accounting system for grain elevators devised by this Office was originally developed for co-operative grain elevators, but the demand from independent and privately owned elevators became so great for something of this sort that it was decided to make it adaptable to the needs of those elevators. Accordingly this was done and a new bulletin has now been prepared which describes the system of accounts as devised for primary grain elevators and it is the intention to send the bulletin with copies of the forms to each one of the elevators and warehouses in the United States. The system is now in operation in over 400 primary and co-operative elevators.

"In cases where deemed advisable the Office renders assistance in the installation of the system of accounts and acts in an advisory capacity with reference to accounting and business practices for all elevators throughout the country. Two men are now spending all their time in demonstrational work in connection with the elevator accounting system and general business practice of primary elevators and from time to time circulars will be issued dealing with the business problems confronted by these companies. Incidentally, a publication has very recently been issued that will be of interest to elevators which handle lumber. Its title will be 'Lumber Accounting and Opening the Books in Primary Grain Elevators.'

"Investigations relating to accounting in co-operative grain elevators have brought out the fact that heretofore no system has been generally accepted as standard. The idea of doubly entry book-keeping existed only in a limited number of elevators, and it was found that there was a wide variation in type from patented systems to mere hand-book entries, kept in memorandum form for the benefit of the manager. In view of the circumstances it was thought that one of the best services the Office could render the country elevators was to secure the adoption by these organizations of a uniform system of accounting.

"The benefits to be derived from a complete double-entry system of bookkeeping so constructed that it can be adopted by all elevators are: First, the possibility of distributing and interchanging valuable statistics among elevators, thus increasing their efficiency and economy of operation. Second, the training of managers and bookkeepers so that

they will obtain cumulative knowledge of elevator accounting, thus making it easier to secure competent help in these lines. Third, the individual benefit derived by each elevator from knowing its financial and business condition with accuracy at short notice. Fourth, the benefit to buying in being able to ascertain the average net cost per bushel of operating an elevator.

"With this in view a system of accounts was devised and tried out by a season's operation in 14 elevators located in seven different states. From this experimental operation the system was perfected to a point where it was considered worthy of recommendation to country elevators as a uniform system of accounts. The forms comprising the system with a complete description of their uses have been placed in bulletin form as a guide and text book on elevator accounting and business methods for the use of rural grain elevators throughout the country.

"Already it has been proven beyond a doubt that by following the methods of business practice recommended by this Office in the operation of the average elevator, several hundreds of dollars can be saved each year, aggregating a saving of hundreds of thousands of dollars annually to the various elevators using the system."

Whereas two men are now engaged, as Mr. Kerr explains, in going about the country installing and demonstrating Uncle Sam's new system of elevator accounting, it is expected that Congress will at its present session authorize the placing in the field of four additional men to carry on this missionary work. The field men make a practice of attending all state conventions of grain dealers in order to preach the gospel of more systematic cost keeping in the elevators, and between times they visit elevators which have made application for the service and actually install the new system.

In ordinary practice there is selected for this sort of object lesson an elevator centrally located in a district where there are a number of elevators. When the new system has been duly installed the man from Washington invites in all the neighboring elevator men, shows them how it works under actual conditions of operation, and gives such of them as are interested the necessary pointers to enable them to install the system in their own elevators. Later the Department's demonstrator comes back and if there are any hitches in the operation of the system in any of the elevators he endeavors to straighten out the kinks.

Indeed, it is the basic ambition of the officials of the Office of Markets to have their field men do for the elevator and grain men just what the Agricultural Department's county agents have been doing for the farmers for a number of years past—that is not stand off and give academic advice from a distance, but go to the scenes of operations, sit down and talk over with the men in difficulty the problems that are puzzling them, and endeavor to work out a solution adapted in each instance to the specific conditions involved. It is the idea of the Department that if an elevator proprietor has too high an "overhead" or if his percentage for light or power or any other fixed charge is too great, the counselor who makes a business of diagnosing elevator troubles ought, in the light of his experience, to be able to put his finger on the trouble without delay.

It need scarcely be emphasized that Uncle Sam is entirely disinterested in his efforts in behalf of the elevator and grain men, no matter whether his activity takes the form of an effort to induce elevator proprietors to adopt the new, uniform system of accounting or involves an effort to establish grades and standards for hay and seeds, or manifests itself in an investigation and study of terminal grain markets such as has recently been undertaken. For example, skeptical elevator men can be assured that there is no "rake off" for anybody in the Government service from the forms that are sold to elevators that install the new accounting system. The Federal experts devised the system but they allow any and all printers to supply it—and some 15 different firms are now doing so—and even en-

deavor to exercise supervision so that no elevator proprietor shall be charged more than the standard price of \$22.50 for the set of forms.

It has come as a pleasant surprise in some quarters that even the private expert accountants in the elevator field seem to have welcomed the advent of the new system of accounting. They may well do so because they ought to lose nothing in the end. Possibly their old occupation will be gone—the devising of cost keeping systems for elevators, with a different system, more the pity, for each different elevator—but they will find ready at hand a new and profitable vocation in auditing the books of elevators operating under the Government system.

In conclusion, it may be noted that the Federal officials anticipate that by the close of 1916 the new accounting system will be in operation in not less than 1,000 elevators—1,000 out of the 18,000 elevators to which Uncle Sam sends his literature that aims to educate the trade to better marketing methods.

PHILADELPHIA LOSES FIGHT

After nearly two years' contest before the Interstate Commerce Commission, Philadelphia grain dealers this month obtained a decision as to the discrimination practiced against that port by the Pennsylvania Railroad in favor of New York. In Philadelphia the charge to shippers for direct loading into vessels is three-fourths cent per bushel; in New York the same service costs but one-half cent. The Commission admitted that there seemed to be no justification, from the transportation standpoint, for the apparent inequality in charges at the two ports, but they could not find that the inequality, under the law, was unjustly discriminatory, so they dismissed the complaint.

In reviewing the case the Commission said:

Export grain arriving at Philadelphia over the Pennsylvania Railroad is unloaded at Girard Point, Philadelphia, into elevators owned and operated by the Girard Point Storage Company, the capital stock of which is owned by the Pennsylvania Railroad. Grain arriving over the Philadelphia & Reading Railway is unloaded at Port Richmond, Philadelphia, into elevators owned and operated by the Philadelphia Grain Elevator Company, the majority of the capital stock of which is owned by the Philadelphia & Reading Railway. From these elevators the grain is loaded into ocean-going steamships, either directly into vessels lying alongside of the elevators, which method is hereinafter referred to as direct loading, or by the use of barges and floating elevators into vessels lying at other points in the harbor, hereinafter referred to as indirect loading. The same charge of three-fourths of a cent per bushel is applied to either direct or indirect loading, and includes 20 days' storage in the elevators.

Tramp steamships which ordinarily are loaded with a full cargo usually dock alongside the elevators and are loaded directly. Line steamships, operated in regular service and ordinarily loaded only partly with grain, usually dock at piers other than those by the elevators. During the period of 1910 to 1914, inclusive, approximately 67 per cent of the grain handled through the Girard Point elevators, and 55 per cent of that handled through the Port Richmond elevators was loaded indirectly. Only a few line steamships are loaded directly at the Pennsylvania Railroad's elevators. The steamships of several regular Trans-Atlantic lines are loaded directly at the elevators of the Philadelphia & Reading Railway. During the period from January 1 to November 15, 1914, only four regular line steamships docked at the Pennsylvania Railroad's elevators, while 67 docked at the elevators of the Philadelphia & Reading Railway.

For a number of years carriers have published a charge of one-half cent per bushel for the direct loading of export grain in New York harbor, and nine-tenths of a cent for indirect loading, with 10 days' storage in the elevators. For storage beyond 10 days an additional charge of one-eighth of a cent per bushel is made for each additional period of five days.

No complaint is made with respect to the charge for indirect loading at Philadelphia. Complainant contends that the charge for direct loading at Philadelphia should be one-half cent per bushel, as at New York, stating that it is willing to have the initial storage time reduced from 20 days to 10 days, with an additional charge of one-eighth of a cent for each succeeding period of five days.

Complainant states that the existence of a lower charge for direct loading of export grain at New York than at Philadelphia was of no commercial or practical importance prior to 1910 for the reason that shallow water in front of the elevators at New York prevented ocean-going vessels docking at them. Grain was not loaded directly at New York, but under the general custom was lightered alongside the ships at other points in the harbor, the rates to New York including the service, and was loaded into ships by means of floating

elevators at a cost of nine-tenths of a cent per bushel to the exporter. Between 1910 and 1913 the Erie Railroad dredged a channel in front of its elevator at Jersey City of sufficient depth to enable vessels to dock there, thereby rendering available the one-half cent charge imposed by the Erie for direct loading. No ocean-going vessel can load directly from the elevators of the Pennsylvania Railroad in the New York harbor, and all grain handled by that line at New York pays the indirect loading charge of nine-tenths of a cent.

The average cargo of grain comprises 200,000 bushels and a difference of one-fourth of a cent in the direct loading charges at Philadelphia and New York amounts to \$500 per cargo. Complainant's witnesses testified that shippers of export grain at Philadelphia compete with shippers through the port of New York both in the sale of the grain in the European market and also in the purchase of grain in the West; that the difference of one-fourth of a cent per bushel is sufficient in many cases to divert grain from the port of Philadelphia to the port of New York; and that since direct loading has become physically possible at the elevators at New York the number of vessels loaded directly and the volume of their cargoes has increased far more rapidly than the number of vessels and volume of cargoes loaded directly at Philadelphia. The number and volume of shipments of directly loaded grain at the ports of New York and Philadelphia during the period from 1910 to 1914, both inclusive, are:

Year.	New York.		Philadelphia.	
	Cargoes.	Bushels.	Cargoes.	Bushels
1910.....	None	None	1	500,000
1911.....	4	750,101	14	2,664,738
1912.....	24	4,693,568	36	6,887,797
1913.....	20	4,332,496	35	6,888,449
1914.....	56	11,188,588	29	5,941,595

GOVERNMENT SHOWS UP MIRACLE WHEAT

In a recent bulletin the Department of Agriculture has dissipated the dreams of those who have imagined that they would make their fortunes through the wonderful yields of new varieties of wheat, which from time to time are exploited by men with less conscience than assurance. "Alaska and Stoner, or 'Miracle' Wheat," is the name of the bulletin. These varieties have been called many names such as "Egyptian," "Eldorado," "Jerusalem," "Many-Headed," "Many Spiked," "Miracle," "Multiple-Headed," "Mummy," "Reed," "Seven-Headed," "Smyrna," "Syrian," "Wheat of Miracle," "Wheat 3,000 Years Old," and "Wild Goose."

Alaska wheat, which has a branched head, is only a moderate yielder in spite of the extravagant claims that have been made for it, and its milling qualities are so poor as to rank it with the barleys rather than the wheats. The only people who have made any money out of Alaska wheat are those who sold the seed to credulous farmers for from \$1 to \$5 a pound.

Stoner or "Miracle" wheat is a soft red winter variety, which experiment has shown does not bear out the reputation which has been given to it. In conclusion, the bulletin summarizes the characteristics of these wheats as follows:

The reader should remember these facts about the branch-headed wheat known as Alaska, Seven-Headed, Mummy, Egyptian, or by some other name: (1) That it has been used in this country very often as a means of deceiving people and very seldom as a farm crop; (2) that it has failed to produce even fair yields when tried in many parts of the country, and has never been known to produce extraordinary yields; (3) that it is not as good a milling wheat as many other widely-grown varieties, some of which are much better adapted to any given location; (4) that the branched head is not a sign of superior yielding power.

Stoner wheat does not differ essentially in value from many other wheats now being widely grown in the eastern half of the United States. It is not as good as some and is somewhat better than others. The class of wheat (soft red winter) to which it belongs is adapted to the eastern United States, but the variety itself is only of average value. It is not adapted to dry lands.

The claims made by the originator of Stoner (Miracle) wheat and by those who have exploited it are not substantiated by the experimental results reported above.

It was claimed that it would outyield any other variety anywhere. In the tests it has never outyielded anywhere all other varieties with which compared, and many other varieties have surpassed it in yield.

It was claimed that 20 or 30 pounds of seed per acre were sufficient for maximum yields. The tests show that better yields are obtained from it when sown at higher rates to the acre.

Kansas Dealers Hold Annual Session

Good Program Brings Out Record Attendance at Kansas City Meeting—Interesting Reports Made by Officers and Several Practical Addresses Are Read—Many Resolutions Are Adopted

THE nineteenth annual convention of the Kansas Grain Dealers' Association was held at Kansas City, Mo., May 2, 3 and 4. There was a representative attendance of Kansas, Nebraska and Colorado grain dealers with an unusual number of visitors from the Central and Southwestern States.

Charles Neal of the Kansas City Board of Trade welcomed the dealers on behalf of the city and the Board of Trade and took occasion to eulogize Kansas City, its growing facilities for grain handling and forwarding, and the productiveness of the states in which the Grain Association held its membership.

PRESIDENT'S ADDRESS

President F. A. Derby of Topeka responded to the welcome and then delivered his annual address as follows:

We would not be true Kansans did we not hold a good opinion of ourselves as well as of our beloved



PRESIDENT DERBY AND SECRETARY SMILEY

state, and as a Kansan born and bred I wish to remind you of a few of the things of which the world speaks with pride concerning Kansas.

So much praise has been given Kansas, and rightly, too, account of her great wheat crops, her agricultural possibilities, her vast herds, and as the Easterner might say the peculiar ideas that her natives develop, that Kansas indeed has become famous over the entire world. As grain dealers, we, of course, know what Kansas produces and how her crops affect the markets of the world, but what Kansas has produced is nothing compared to what she can and will produce as her vast prairies become more intelligently and strenuously tilled. Not only can the usual wheat acreage of eight or nine million acres be vastly increased and perhaps doubled, but the better methods used will produce much larger yields. As business men, then, who are engaged in handling the products of this great state, does it not concern all who have the interest of the Association at heart to see that the character and standing of our Association and our members is of the highest degree?

The Reputation of Kansas Dealers.

From personal experience and talks with men who transact business with members of our Association and other dealers all over the country, it is the unanimous expression that dealers of Kansas are men of the highest standing and character, and we believe this can be attributed to the constant watching of the officers of this Association to see that its members live up to trade rules and observe business principles and only allow those dealers to become members who are a credit to the Association, thereby making the Association valuable to its members and making a membership a real financial asset. That a dealer from the East, West, North or South can refer to our directory to see whether the dealer with whom he wishes to do business is a member or not and thereby judge his standing is indeed valuable.

As to what the Association has accomplished in years past, let me but mention a few things: Destination weights, the source of the largest direct loss of the dealer 15 and 20 years ago, when the dealer considered if his loss was not more than 20 bushels to the thousand he was fortunate. Now dealers complain severely if the loss runs one-fourth of this. The elimination of the celebrated 100 pounds allowance for which we contended for years has paid to the Kansas grain dealers much more than the Association has ever cost its members. The improvement of trade rules at terminal markets brought about by a concerted action of our members, the assembling and disseminating of information useful to dealers, by our secretary, and guarding the interests of dealers wherever our grain may go.

As to what the Association has accomplished the last year will be told you by the committees' and secretary's reports.

As an organization of business men such as ours, it certainly is to our interest to look to the activities which are endorsed by us officially. Should you investigate the secretary's office and go through his files, you would be surprised to see the vast amount of correspondence concerning the grain trade directly and indirectly showing the position our organization holds among similar business organizations, in the eyes of the press, in our country's large industrial interests and among state and national officers who are concerned in agricultural developments and marketing conditions.

A Factor in Moulding Sentiment.

That our Association has been a strong factor in developing correct sentiment toward the grain shippers must be conceded and the independent grain man, the farmers' co-operative concerns and the line houses, all have a place in our membership, as their interests are mutual and the membership is worth more to them than memberships in similar organizations account of the extensive activities of this Association. The policies of the officers of this organization regarding different classes of grain have been of the broadest, placing all regular dealers in the same class whether line houses, farmers' co-operative concerns or independent dealers, and at this time the membership represented by the farmers' elevators is one of the strongest and most valuable of this Association.

The Kansas Association's work for the grain shipper has brought about developments and eliminated more evils than any other association of like character of which a part of our membership might be interested. We do not say this to the discredit of other associations, but the facts are that a local association working for a shipper's interest, brings to bear on railroads, on boards of trade and terminal market organizations, and on our lawmakers, forces that no individual dealer could use; also forces that an association that is national in character could not use.

The officers and members who were vitally interested in the welfare of this Association in past years have been disappointed on account of the attendance of our annual meetings being so small relative to the registered attendance. For several years it has been my desire to see an annual meeting held at some point in Kansas, and the first action of the directors in voting to hold this annual meeting at Hutchinson seemed the proper thing to do, but such a united complaint from our members arose against this that the directors deemed it best to reconsider this action and call this meeting as usual in Kansas City. We realize Kansas City is a natural meeting place for a large part of the members of the Kansas Grain Dealers' Association, and, as many dealers have other interests than grain, this is the natural meeting place. Let us all who have the interest of the Association at heart help it along by lending our presence to every meeting of this session.

Following the reading of the president's address, the Kansas City Board of Trade Quartette sang a number of selections.

An invitation was then extended by the Kansas City Board of Trade to the dealers and their ladies to a dinner given Wednesday night at the Coates House.

SECRETARY'S REPORT

Secretary E. J. Smiley of Topeka read his annual report as follows:

The past year shows more changes in ownership of elevator property in Kansas than in any one year in the past 19, or ever since the Kansas Grain Dealers Association was brought into existence; also a notable change in the personnel of the membership of the Association. During the year past resignations tendered, 22; individuals and firms discontinuing business on account of sale of elevator property, 37; expelled for refusal to abide by order of Board, 3; deceased, 2, making total loss in membership during the year 64. New

applications received and approved during the year were 99, totaling a net gain in membership for the year of 35.

Several of the resignations tendered and accepted were those of Missouri dealers, they having organized a state association of their own during the year past. You will pardon any seeming egotism on my part when I say that I am proud of this record, in face of the number of changes taking place during the year, to close our year with an increase in membership of 35 individuals and concerns.

Legislation.

At the time our last annual meeting was held in Kansas City, the Kansas legislature was in session, and was at that time considering bills in which all of our members were vitally interested. The bills under consideration by the legislature at that time are as follows: The grain inspection bill, track scale bill, metal fire escape bill, commercial feeding stuffs bill, and an act to compel train crews to notify in writing consignees of all leaking or defective cars found in trains while in transit.

The bill introduced relative to the inspection of grain provided for optional inspection by the shipper making the notation on his bill of lading, "state inspection not desired or words to that effect," and also provided that no one would be eligible to hold the position of deputy grain inspector who had not had at least three years' experience in the handling of grain. I presume that most of you are familiar with the fate of this bill. It was held up by the Agricultural Committee of the House, to whom it had been referred, until near the close of the session, and then a substitute for the original bill was recommended by the committee, and particularly by the chief grain inspector, a member of the committee. The substitute bill passed the House, was messaged to the Senate, where it met with little opposition, and became a law upon publication in the statute book. This, in face of opposition by almost the entire grain trade of the state.

The author of this bill succeeded in convincing a majority of his colleagues in the House that his substitute for the original bill did not provide for compulsory inspection, and has been putting in full time since the enactment of this bill into law in trying to convince elevator owners and operators that it is not a compulsory measure. But we believe that every shipper has now been convinced, if ever in doubt, that it is a compulsory inspection bill, as he finds it practically impossible to have his grain sold at any point where a deputy inspector is maintained without paying tribute to the Kansas Inspection Department. That this measure has been a good revenue producer, as it was intended to be, there is not a doubt, as the Department had a surplus of nearly \$50,000 to its credit on April 1, with three months of the year remaining. If shippers were only compelled to pay for one inspection there would be less complaint, but they are compelled to pay tributes to the Department every time a car is stopped at a point where a deputy inspector is maintained. There are many instances of fees being collected for inspection and weighing of a single car amounting to \$3.35, and a few instances of even greater charges.

The track scale bill was referred to the Railroad Committee of the House and that was the last ever heard of it. I believed at the time this bill was drawn, and still believe, that it is a good measure. I further believe that the only practical solution of the shortage problem will be for the carriers to take charge of the weighing of all bulk grain, both at point of origin and destination.

An amendment to Chapter 197, Session Laws of 1907, reading, "Provided, however, that the provisions of this act shall not apply to elevators or warehouses used for the storing or handling of grain of less than 50,000 bushels capacity, nor shall the provisions hereof apply to elevators or warehouses used for the storing or handling of grain made entirely of steel or of steel and cement construction," passed the House and Senate,

and after its publication in the official state paper relieved the elevator owner of the annoyance caused by the Labor Commissioner threatening prosecution for the refusal of the elevator owner and operator to equip his house with metal fire escapes as provided in the 1911 session laws.

An amendment to Chapter 6, Session Laws of 1913, relieved the elevator owner of being compelled to pay to the Agricultural College the \$5 for the privilege of manufacturing chops from whole grains where same was offered for sale. This law, like the present inspection law, was intended by its author as a revenue producer.

The bill requiring carrier's agents to report to consignee all leaking or bad order cars found while cars

of the ticket found in the car, showing the test weight and grade, and deliver same, with sample, to the buyer, and if he is not satisfied with the grade, he may call for re-inspection within 48 hours after the arrival of the car, and if the grade is not changed the buyer pays the re-inspection charge.

We believe that if this amendment were made to the present law there would be fewer re-inspections called, and we know that the seller would be relieved from paying for a service that is of no value to him and for which he has not made request. We would go still further and ask the co-operation of the Missouri State Grain Dealers' Association, in securing a similar amendment to the Missouri inspection laws, making it obligatory on either the Missouri or Kansas Departments accepting inspection certificates issued by either Department, where the grain was to be unloaded into public elevators, either in Kansas or Missouri. The purchaser would have the right to call for reinspection if not satisfied with the original inspection within a time limit not to exceed 48 hours. Such amendments to the present law would deprive both the Kansas and Missouri Departments of a part of their revenue, but why should shippers be compelled by law to pay for something they do not want, and is of no value to them.

We would further recommend that an investigation be made with a view of ascertaining whether or not it is really necessary for the protection of the shipper that two separate weighing departments be maintained in Kansas City. It is alleged that the State Departments will not maintain weighmasters at points in and near Kansas City unless the revenue derived will pay the salary of the weighmaster. It is further alleged that neither the Missouri or Kansas Inspection Departments make an examination of loaded cars in the yards, or on their arrival at the elevator, as to their physical condition. Whether these statements are true, I have no means of knowing at this time. There really should be no necessity for this double weighing charge, and if an investigation is made, and it is found that the service will be performed by the State Department, the Board of Trade should be requested to discontinue their weighing department or cease making a charge for the service.

Railroad Leases.

At the last annual meeting I was instructed to take up with the attorney for the Public Utility Commission the question of excessive charges demanded for leases on which elevator property was located on railroad right of way, and ascertain if the Commission had jurisdiction. Following the instructions given, we wrote Judge A. E. Helm, counsel for the Public Utility Commission, asking for a written opinion as to whether the Commission had jurisdiction in the premises. We beg to quote from Judge Helm's letter in reply:

"Replying to your letter relating to the regulation of the rentals or charges made by railroad companies for elevator sites upon their rights of way, I will say that I have made an investigation of the question submitted in your correspondence upon this subject, and I find that the only provision of the Kansas statute which would appear to give the Commission any authority in the matter is found in Section 6 of Chapter 284, Session Laws of 1915. The provision here referred to seems to apply particularly to the regulation of the terms and conditions for the location of side tracks of switches, and does not specifically refer to terms relating to the maintenance of elevators upon the railroad right of way. However, the last sentence in the section referred to above provides that also such compensation comply with such other conditions and requirements as may be imposed by the Public Utilities Commission. However, there is more serious condition than this to be considered with reference to the matter, and that is, whether any other provisions of Chapter 284 of the Kansas statutes can be enforced in view of the decisions of the Supreme Court of the United States, in the case of *Missouri Pacific Railroad Company vs. State of Ne-*



E. L. MORRIS

U. S. Grain Standardization Bureau, Kansas City.

were in transit or at division points was reported by the railroad committee of the House as impracticable.

Summing up the work of the legislature with reference to bills passed or amended, or killed, in which the grain trade was interested, we find three bills favorable to the interest of the grain trade enacted into law, while two were killed by the committees to whom they were referred, and the third never reported out of committee.

Would Amend Inspection Law.

With reference to our present, imperfect inspection law, I offer the following recommendations: At the next session of the legislature, January 1917, endeavor to secure an amendment to the present law, making it the duty of all deputy grain inspectors upon arrival of cars loaded with bulk grain, after testing and inspecting same, to place a card or ticket on the door post or conspicuous place on the inside of the car, showing the test weight and grade, and if the car is forwarded to some other point in the state, where a state deputy inspector is maintained, it shall be the duty of the deputy inspector at these points, to which the car is forwarded, to take sample from the car and make copy



GROUP PICTURE OF DEALERS TAKEN ON AFTERNOON OF MAY 3

braska. It seems that the United States Supreme Court has taken the position that any law that requires the taking or surrendering of any part of the railroad right of way for the purpose of building or maintaining an elevator upon it is a taking of private property of a railroad company for the private use of the petitioner, and that such taking cannot be enforced against the owner's consent."

There is little encouragement in the above quoted opinion to justify any one resisting an attempt on the part of the carrier to remove him from leased premises if he refuses to pay the excessive charges demanded by the carrier for use of the property. This is a question of special interest, not only to every member of this Association, but to every shipper in the country. Not only have the carriers advanced the rental charges, but have reached an understanding, and the legal departments have decided to put upon the shipping public charges and liabilities not heretofore thought of.

Every shipper has to have track facilities, and under the new plans, in acquiring any railroad property, which he finds it necessary to lease to conduct his business, he is compelled to execute what is called the standard form. This form of lease contains clauses which puts upon the shipper responsibilities which are absolutely beyond his control. The policy has been followed recently of forcing shippers to accept responsibilities under these form leases, or remove their property from the right of way. These form leases release the railroad companies from all claims for loss, damage or injury sustained by the lessee or any agent or employee of the lessee. This brings the matter of leasing of railroad property on side tracks, in which every shipper has an interest, to a point where he can no longer negotiate as to terms and consideration, and when the shipper is compelled to accept a lease, accepting liability and assuming unlimited liability.

Inasmuch as every shipper in the country is directly interested in this proposition, and as it appears that the State Public Utilities Commission has no authority to determine the value of the real estate or right of way on which these industries are located, would it not be proper for us to ask the Grain Dealers' National Association, through its proper officials, to take such prompt action as in their judgment the situation warrants? We have present with us the president and secretary of the Grain Dealers' National Association, and we believe every one present would be glad to hear from these officials concerning this proposition.

Scale Inspection.

The Scale Department of our Association was discontinued December 1. The principal reason for this action was that the Department could not be made self-sustaining on the fee charged for service. The different carriers operating partly or wholly within this state excepting the Burlington and Union Pacific Railways have assured us of their intention to make an examination of all scales located within the towns through which their lines pass. This is not entirely a new proposition as the lines operating in Oklahoma tried out this plan the past season and we are officially advised that with few exceptions the plan was satisfactory both to shipper and carrier. The heads of departments in charge of this service have assured the officers of this Association that they will employ only competent men to do this work and will instruct them to advise all elevator owners and operators in the use and maintenance of the different weighing devices. We believe that if the shippers will co-operate with the carrier's representatives that much of the loss heretofore sustained can be eliminated. We will ask every member of this Association to lend his assistance in making this plan, adopted by the carriers, a success.

New Rules Governing Grain Inspection.

We are officially advised that the Galveston Board of Trade has lately added an amendment to their rules providing for inspection of all grain upon arrival; also limiting time for reinspection to 48 hours where cars

are loaded to permit of a thorough inspection at time of arrival. Exceptions to this rule are in cases where because of overloading of cars or other physical difficulties, the inspector had not been able to secure a proper sample of the grain; or where evidence of plugging is shown, or where grain has been damaged after inspection by leaky roof or other defects in the car. Under the old rule, the shipper was compelled to assume all liability, taking the risk of grain getting out of condition after its delivery to the consignee.

We do not believe that it is generally known to the grain trade of Kansas and Nebraska that grain was not inspected at this port until delivered at the elevator for unloading until after the storm in August of last year. A large number of cars were on the island un-



W. M. BROWNING AND E. L. BILLINGS

inspected when the storm struck the island, causing losses to grain shippers of over \$250,000,000. The shippers of Oklahoma and Texas were the hardest hit, as comparatively little Kansas grain had been marketed prior to the time of this storm owing to the extreme conditions existing the latter part of July and fore part of August.

The New Orleans Board of Trade has also amended their rules providing for a time limit for reinspection to 48 hours. The rules of the New Orleans Board of Trade have always provided for inspection on arrival, and I am in a position to know positively that there has never been any delay in the inspection of grain after its arrival at that port.

Do you as shippers fully realize what this change in rules means to you? Millions of bushels of Kansas grain have been cleared for export through Galveston, and the owner or shipper of this grain has been compelled to assume all the risk from the time it was loaded at point of origin until unloaded at the elevators, and as the elevator facilities are somewhat limited at that port a congestion was the rule rather than the

exception during the free movement of grain from this territory. We now have the assurance from the officials of the Board of Trade at Galveston that in the future all shipments of grain to that market will be inspected promptly upon arrival, and with the exceptions above noted, the purchaser will be compelled to accept the grain on the original inspection or call for reinspection within 48 hours after the original inspection is made. Should there be any neglect on the part of the officials in charge of inspection at that port, we would be pleased indeed to have you advise our office.

What Is the Matter With Kansas Grain Business?

Some time ago one of the grain journals solicited opinions from grain dealers throughout the grain producing states as to what was the matter with the grain business. These opinions were printed in the columns of this paper from month to month and many of them were amusing and some of them highly entertaining and others educational. I will not attempt to mention all of the different reasons assigned by the different correspondents for their business not being highly profitable. However, it was the general opinion of these correspondents that their competitors were entirely at fault for conditions at home and the wicked boards of trade and inspections departments and carriers were entirely at fault for their troubles in transit and at destination. In no instance did one of these many correspondents admit there might be even a possibility of their being to blame for the condition they complained of.

Conditions in this state are very similar to what they are in other states notwithstanding the fact that some of the Kansas correspondents attempted to make the reader believe that conditions were much worse in their particular locality in the state of Kansas than it was possible to be at any other point on the continent. Let us consider some of the reasons why the grain business in this state is not as satisfactory and profitable as it should be. To unfair and unreasonable competition more losses and lack of profits can be charged than to any other cause. Do you, Mr. Shipper, realize that it is possible to convince your competitor that while he is injuring you, he is doing himself an injustice by refusing to recognize your rights? Do you know that in many instances this competitor would gladly listen to a proposition or suggestion you might make? Some of the worst grain fights that have ever been staged in Kansas were settled in a few minutes by a disinterested party bringing the principals together. We are all human and human nature is so constituted that we, as individuals, are never willing to accept any of the blame for wrong doing or wrong intentions.

Lack of Modern Methods Blamed.

Another reason assigned for lack of reasonable profits accruing from the business is a lack of the grain dealers adopting modern methods. To illustrate: How many dealers in Kansas and southern Nebraska have installed moisture testers in their offices?

The U. S. Department of Agriculture has adopted grades that are being used to determine the value of corn at all terminal markets. You may not like these rules adopted by the Agricultural Department, and I do not attempt to deny that these rules favor the buyer, but they have been adopted, and unless the Department makes a change, you will be compelled to abide by them. Kansas, especially northern Kansas and Nebraska, are in the great corn belt of the United States, and less of this staple crop is being consumed on the farm where it is produced every year.

A larger proportion of the Kansas and Nebraska crop is crossing county and state lines subject to inspection than ever before for reasons unnecessary to mention here. Do you think you are able to determine the per cent of moisture contained in corn during the early fall and winter months by placing your hand in a wagon load of shell corn or breaking the ear and chewing a few of the kernels? How many dealers present here today have added a moisture tester to their office equip-



KANSAS GRAIN DEALERS PHOTOGRAPHED IN FRONT OF THE COATES HOUSE MAY 3

ment? Do I hear someone say "that it would be an utter impossibility to test all the grain purchased." Granted, but you could make a test of a sufficient amount of the corn offered to enable you to judge with a fair degree of accuracy as to the grade. Until modern methods are adopted by the local dealer he cannot hope to avoid the losses caused by difference in grades.

Speculation.

We believe that speculation has caused more losses to the country grain dealer than all other causes combined. There are several forms of speculation that I might refer to. The most prevalent, however, is betting your money that the market will advance or decline from a certain price. Usually the country grain dealer bets his money that it will advance and his city cousin takes the other side of the bet, and if you will admit the facts, you will admit that he usually wins. Were it possible to prohibit trading in options and permit the sale or purchase of grain for deferred shipment or delivery, I would say, without a moment's hesitation, "let us do what we can to hasten such legislation."

I believe that it is possible for members of the different boards of trade throughout the United States to discourage gambling in foodstuffs, and further believe that unless such action is taken by the boards of trade that the producers of this country will convince their Congressmen that the vast crops of this country can be marketed without protection furnished through option trading. Many of the older men present here today can recall what speculation in grain has done for a

plaint is the quotations put out by the Quotation Committee of the Kansas City Board of Trade. Take, for instance, the quotations appearing in the *Daily Drovers' Telegram* of April 26, hard wheat No. 2, nominally \$1.11 to \$1.15; ordinary, \$1.09 to \$1.10. The highest quotation for No. 2 hard wheat on that date was \$1.09. These quotations as published are misleading. The country buyer receives the CND's at the close of the market, hours before he receives his paper giving the actual sales. These quotations are published in every daily paper published in Kansas City, as well as the daily papers in the cities or larger towns of Kansas.

These papers reach the farmers either date of issue or the date following, and I know that I voice the sentiment of the entire membership of this Association, as well as other dealers, when I say that they would like to have the Quotation Committee of the Kansas City Board of Trade attempt to explain to the farmers of Kansas why No. 2 hard wheat is quoted at from \$1.11 to \$1.15, and the highest sale reported at \$1.09. Many farmers have told me that sales were made at these higher quotations and not reported. Why the Quotation Committee of the Kansas City Board of Trade insists on putting out misleading quotations is beyond our comprehension. Three years ago a committee was appointed by this organization to confer with the Quotation Committee of the Kansas City Board of Trade, and the committee appointed by this organization reported back to the Association that a request had been made of the Quotation Committee of the Kan-

Today." Mr. Butler said that all successful business was the result of the managers of same reading correctly the signs of the times. It meant the administration of today's business on the basis of what may happen next month or next year. Preparedness should be directed not towards securing no legislation, but the contrary, the enactment of intelligent laws that would advance the interests of both terminal and country trade. He advocated better accounting systems in the country elevator so that the operator would know at any time the actual condition of his affairs, and the elimination of numerous evils such as free storage, which were a handicap to the grain man's business welfare.

Lee G. Metcalf, president of the Grain Dealers' National Association, in responding to a request from President Derby to address the convention, said if he could contribute in any way to the success of the meeting he felt it his duty to do so. He spoke of co-operation as a basis of equity between business men and the scope of the Grain Dealers' National Association, whose operations had been of untold value to Kansas grain dealers as well as of other states. He invited all the dealers present to attend the annual convention of the National organization next fall at Baltimore, and also the meeting of the Illinois Grain Dealers' Association to be held the following week at Decatur.

DIFFERENCE IN WEIGHTS.

O. Maxey, supervisor of weights for the Rock Island Railroad Company of Chicago, made an address on "Cause and Prevention of Differences in Weights." Mr. Maxey gave rules for the care and maintenance of scales, with general remarks on scale installation and the importance of employing competent weighers.

President Derby appointed the following Committee on Resolutions just prior to adjournment: Messrs. Bossemeyer, Work, Kelso, Scott and Hopkins.

TUESDAY EVENING SESSION

President Derby called the Tuesday evening session to order at 8 p. m., the meeting being opened by a paper by J. H. Taylor of Pearl, Kan., on the subject: "Resolved, That the Present Practice of Half-Pound Tests and Full Pound Deduction Is an Injustice to the Country Grain Dealer." Mr. Taylor's paper follows:

HALF-POUND GRADES.

Resolved, That the present practice of half-pound test and full pound deduction is an injustice to the country grain dealer.

For instance, our company shipped car No. 45246 Rock Island on November 11, 1915, with wheat from Pearl to Wichita. Sold at \$1.95 for No. 2—59-lb. Kansas grades. It tested No. 3—56½-lb., deduction 5 cents per bushel. If the quality is considered, the deduction should have been 4 cents, a loss of 1 cent per bushel, or \$6.60 per car.

The Export Scale.

The export scale under which the last crop has been bought is as follows:

No. 2 wheat, standard, 59 pounds; No. 3 weight weighing 58 pounds or better but less than 59, is discounted 1 cent; No. 3 wheat weighing 57 pounds or better but less than 58, is discounted 3 cents; No. 3 wheat weighing 56 pounds or better but less than 57, is discounted 5 cents; No. 4 wheat weighing 55 pounds or better but less than 56, is discounted 7 cents; No. 4 wheat weighing 54 pounds or better but less than 55, is discounted 9 cents; No. 4 wheat weighing 53 pounds or better but less than 54, is discounted 11 cents; No. 4 wheat weighing 52 pounds or better but less than 53, is discounted 13 cents.

Lower grades below 51, 4 cents for each pound test. In other words, under this system a carload of 1,000 bushels of No. 3 wheat weighing 57½ pounds to the bushel would be discounted 3 cents per bushel, or \$30 per car, while a carload of No. 3 wheat weighing 56½ pounds to the bushel would be discounted 5 cents per bushel, or \$50 per car, making a total discount for the two cars of \$80; whereas these two cars could at once be mixed, the 56½ pounds with the 57½ wheat and have two carloads of wheat weighing 57 pounds, which under this same classification would be subject to a discount of 3 cents per bushel, or \$60 for the two cars, thus leaving a net profit of \$20 to the mixer, which is equivalent to 1 cent per bushel. If these discounts were made on the basis of 1 cent for each one-half pound instead of 2 cents for each pound or fraction thereof, the discounts to the producer or country elevator man would be more just and equitable.

Dr. J. W. T. Duvel of the Grain Standardization Bureau of the U. S. Department of Agriculture says, "A system of this kind undoubtedly works to the hardship of the producer and is decidedly to the advantage of the



H. T. BICKEL, C. L. SCHOLL AND L. W. GIFFORD

number of the grain men engaged in business 20 and 25 years ago.

There is another form of speculation that should be discouraged, and that is the purchase of large quantities of cash grain that is held for an advance in the market. Under the rules existing in the different boards of trade throughout the country today it is possible for every grain dealer to entirely eliminate speculation from all of his business transactions. If you purchase 1,000 or 5,000 bushels of grain on a basis of today's market you can sell this grain for future delivery, fixing your profit and eliminating all possibility of loss. While the producer, as a rule, objects to the hedging of purchases, we believe that with the experience many of them have had through their co-operatively-owned elevators' present season, they will take kindly to suggestions that will enable them to avoid such losses in the future.

Short Weights.

It has been the experience of practically every grain dealer to find industries located where there is no supervision of weights that fail to make returns for the amount of grain invoiced to them. Unfortunately, there is a number of these concerns located in this state as well as adjoining states. You do business with them today and will refuse to do business with them tomorrow, but there are approximately 1,100 elevators in this state, and these alleged short weight industries continue in business, extending their bids to new territory, and by the time they become generally known to the trade, the name of the concern is changed or they have found new fields in which to operate.

If every member of this Association would advise the office of the secretary of this Association, giving the name of these concerns and their location, a record could be kept, and we believe that the secretary could legally advise the membership of this Association of the complaints received, which would enable the entire membership to avoid doing business with this class of industries. I would be pleased indeed to have an expression from those present as to what they think of this suggestion, and whether they would be willing to do their part toward making the office of the secretary an information bureau to furnish information to the members along the line above suggested.

Another cause for general and long standing com-

sas City Board of Trade to report actual sales only instead of the nominal quotation then published. No further action was taken by the Quotation Committee.

Little Room for New Elevators.

A further menace to the prosperity of the elevator owner is the multiplicity of elevators built and in operation and the number contemplated for the present season. When one takes into consideration that the actual cost of maintenance and operating an elevator, which includes interest on the investment, is from \$2,500 to \$3,000 per annum, an elevator must handle at least 100,000 bushels per annum on a gross margin of 5 cents per bushel to justify the investment. There are a number of stations in Kansas where elevators are located that do not originate nearly this volume of this business, but they handle coal and other lines in connection that makes the business fairly remunerative. There are numerous stations, however, that have from three to seven elevators that do not originate sufficient amount of grain to justify the maintenance. The owners of some of these plants find it more profitable to close their plants five to six months out of the year rather than operate them.

It is reasonable to suppose that in the near future north and south lines of railroad will be built that will traverse Kansas. In fact, two north and south lines are now building, and when these lines are completed it will divide the present territory and make some of the plants now located practically worthless. Would it not be wisdom on the part of prospective buyers to seek locations where elevators are offered for sale rather than seek locations at points where the business is now actually overdone.

While the grain business in Kansas is not what we all might wish it to be, I believe that if the dealers will make an effort to observe more closely the Golden Rule and will content themselves with handling their share of the business and not become imbued with the idea that grain must advance in price when they have accumulated a line, and last but not least, do business on business principles, they will find that there is nothing the matter with the grain business in Kansas.

V. E. Butler of Indianapolis, Ind., read a paper on "Preparedness as Applying to the Grain Business

man who is buying such grain and later mixes the different lots together."

This would apply to the terminal elevator man and the miller. Previous to the summer of 1915, the difference in pound tests was only 1 cent per pound test, which was only half as much dockage.

This matter was presented August 9, 1915, to the Grain Dealers' National Association for action at the annual meeting in last October. At that meeting the directors held "that this was not a matter for their consideration."

Between July 1, 1915, and December 31, our company had 17 cars testing even pounds, and eight cars testing one-half pounds; or practically one-third of our shipments lost us 1 cent per bushel, or \$6.60 for a 1,100-bushel car, or a total of \$55 loss.

A Suggested Remedy.

What is the remedy? A strong protest on the part of the producer and country elevator man. Would it be square to pass this loss to the grower? Say we buy 10 wagon loads of wheat testing 56 pounds and 10 wagon loads testing 57 pounds, and load this in a car. The test at the sale point will be 56½, while we paid for one-half of this at 57 test. We cannot do this without false testing and consequently have to absorb the loss ourselves.

What the country elevator wants is payment at actual value wherever the test is the one-half pound. When we awake to the fact of the injustice of this then the remedy will be given us.

Why should not the terminal elevators and millers give us this in simple justice and not be compelled to do so by strong protests?

What I have stated would not apply where grain is sold by sample but only on contract grades.

Professor L. A. Fitz of Manhattan said it looked on the face of the proposition as though the shipper was deducted a full pound if he was short only half a pound. He thought it might be more a matter of justice to split the difference.

Mr. Brunswick of St. Joe pointed out that the export scale was not made by the exchanges but by exporters. Last year they had worked under unfavorable conditions. Wheat bought on contract which tested 58 pounds instead of 59, was discounted from 2 to 2½ cents. That was the rule of the different exchanges. As far as the ½-cent discount was concerned it depended on the wheat.

E. Bossemeyer, Superior, Neb., said: "If wheat tests 57½ pounds, we buy at 57, as it will probably make a 56-pound test on arrival at market."

DELAYS CAUSED BY MOISTURE TEST

James Robinson of Potter read a paper on "How Can We Avoid Present Delay Caused by Time Consumed Taking Moisture Test on Corn?" Mr. Potter maintained that the country dealer was not in a position to take a moisture test of each load in a line of 40 or 50 farmers that might be standing in line to unload at the elevator. Also at terminals the time consumed in taking the moisture test frequently delayed corn at least one day, adding additional interest to the shipper's draft and frequently landing the corn on a declining market. He thought the practice should be eliminated.

Chief Grain Inspector Geo. B. Ross of Kansas, in explaining delays on account of testing for moisture, said it was due to lack of gas for the machines. At present there was no delay whatever if cars were on track early in the morning. The charge for moisture test was 15 cents per car. The subject was further discussed by President Derby, A. L. Scott, E. M. Lebo and others, the prevailing opinion seeming to be that the moisture test was a good thing for all concerned and here to stay.

BOOKKEEPING METHODS

J. E. Stone of Zurich spoke on "Present Methods of Bookkeeping With Suggestions." Mr. Stone brought out the point that accounting systems in grain elevators were not sufficiently uniform and as a rule too carelessly kept. There should be a system adopted in all houses that would shorten the work of the operator and audited at least once a year.

E. C. Haines of Assaria discussed the question: "Is It More Profitable to Consign or Sell Grain F. O. B. Track?" He stated he lived on a branch of the Union Pacific, causing delayed arrival at market so that they always sold grain on track as a protection against loss. They had no way of hedging small amounts and when they consigned it had usually resulted in a loss.

Mr. Coleman of Oneida said he had always consigned his grain and that it was his opinion deal-

ers should take a chance on their product until it arrived in the market. The losses and gains in the course of time would about balance.

WEDNESDAY AFTERNOON SESSION

Following the call to order at 2 o'clock on Wednesday afternoon, C. C. Isely of Cimarron made an address on "The Grain Dealer and the Community." In his remarks Mr. Isely referred to the small town rather than the city and pointed out the duties of the grain dealer toward the community in which he lived to advance its civic welfare, assist the farmer in growing better and larger crops of grain and making the town of his adoption a better place to live in.

PAST AND PRESENT OF GRAIN TRADE

E. Bossemeyer of Superior, Neb., read a paper on the subject: "The Yesterday and Today of the Grain Trade." Mr. Bossemeyer gave credit to Secretary Smiley for the better conditions now existing in the Kansas grain trade over the time the Association was organized. He told of the many evils that had been corrected and the cooperation now ruling among grain men throughout the Western territory.



THE COMMITTEE ON RESOLUTIONS AT WORK

E. A. Fulcomer of Belleville, Kan., discussed the subject, "Grain Inspection As It Is and As It Should Be," as follows:

In diagnosing this case I find it much easier to determine the weaknesses of the present system of inspection than to prescribe proper treatment for them. I shall first attempt to show that inspection as it is, viewing it from the standpoint of the country grain dealer, works a hardship, and in many cases an injustice to him. And in doing this I wish to call your attention first to the difference in the cost of inspection years ago and at the present time.

If my memory serves me right, I think we used to pay 40 to 50 cents each for weighing and inspecting cars of grain at the Kansas City market about 15 years ago. February 18, 1916, I received account sales on car 84052 L. V. which contained corn and was weighed and inspected at Kansas City a few days before and the following charges were assessed for weighing, inspection and moisture tests, viz.: 65, 50, \$1.00, 25 and 15, making a total of \$2.55. April 22, 1916, I received account sales on car 11966. Reinspection was called on this car and the total charges for weighing and inspection were \$3.15, and when the commission and interest were added it amounted to a little over 1½ cents per bushel. One inspection certificate showed 17.9-10 per cent, another 18.7-10 per cent, and a third 17 per cent moisture.

You see if the grade doesn't suit the purchaser all he has to do is keep on calling for reinspection until it does suit, and why not, as the charges are all assessed against the shipper.

On several other cars I find \$2.40 for weighing, inspection, obtaining sample and moisture test. I know of no other market where these charges are much more than half as much as at Kansas City and the members of this Association are the ones who bear the burden.

If I go into a dining car and pay \$1.50 for a first class dinner and really get a first class meal, I pay my money and am satisfied, but if they serve me a 25-cent meal and charge me \$1.50 I feel that I have not had a square deal, and so it is in paying the exorbitant prices for inspection.

If two inspectors have passed judgment on a car of

corn and one says the car contained No. 4 corn, 18.8 per cent moisture, and the other grades the same car 17½ moisture, and the shipper is docked 3 cents per bushel because the car graded No. 4, and he is charged with all these inspections, he is sure to think there is something wrong with the system. This is not idle talk as I know of just such a circumstance which happened here at Kansas City only 60 days ago.

An Injustice to the Shipper.

I cannot see the justice when a buyer calls for a reinspection and the original inspection is maintained for the shipper to have to pay for the additional inspection. His burdens are heavy enough and if this rule were changed and the party who calls for reinspection is charged with same unless the grade was found to be lower than first inspection indicated there would be less calls for reinspection.

Here is an instance which happened in my own experience: I loaded a car and billed it to a milling center, and asked a dealer there to make me a bid on the wheat when the car arrived and was inspected. My test on this car was 56 pounds strong and I called it a No. 3 hard wheat. The Kansas official inspector graded it No. 4 55-pound test, and I had reinspection called. The second inspection showed 55½-pound test No. 4 hard wheat and I was not satisfied with the bid I got, so I ordered it on to Kansas City, where another Kansas official inspector graded it No. 3 hard, 56-pound test, and it sold on a steady market for 2 cents per

bushel net more than the bid I got for it as a No. 4 hard wheat.

This first inspector was notified that these cars which he graded No. 4, 55½ pounds, were being graded No. 3, 56 pounds, at Kansas City, and he answered by saying, "That is the least of my troubles."

A Letter from Chief Inspector Ross.

I made complaint about this and it reached the chief inspector, Mr. Ross, and he wrote me a letter a part of which I will read to you. Note his acknowledgements.

"I have carefully noted what you have to say regarding the inspection at ——— and will say that this is usually the complaint from stations where the milling interests are practically the only buyers of grain.

"Whenever a decline in the market comes and millers are receiving wheat which they bought a little high we notice our complaints are more common as they insist upon the inspector hewing close to the line and cars of grain which we would call 'line' cars, say between No. 3 and No. 4, are the ones that cause the trouble.

"It really is easier to get a 'line' car of wheat through the Kansas City market as a No. 3 than it is through the milling stations, as the samples we secure are taken on the floor of the Board of Trade and sold partly according to quality as well as to grade."

I think when a chief inspector knows that the amount of influence is being brought to bear on his assistant inspector, as Mr. Ross has acknowledged in the above, that right then and there is the time that he should make a change of inspectors at such a point and put an inspector there who has backbone and stamina enough to stand by his convictions and not allow the miller to grade the grain for him.

I sold another car of wheat to a mill at the same place where the car referred to above was first shipped. This car, too, in my judgment was a No. 3—56 pound test—hard wheat. But when I got returns the car graded No. 4—55½ pound test—and there was 3 cents per bushel dockage from what there would have been had the car graded No. 3—56 pound test. I registered a strenuous objection and to pacify me the mill sent me a credit memo for 1½ cents per bushel and acknowledged that the dockage of 3 cents per bushel was too much.

I am frank to acknowledge that I am in the grain business not as a public benefactor, but for the profit

which I can legitimately get out of the handling of grain.

My part of Kansas raises nothing but Kansas hard wheat, and has not for many years, but four or five years ago our wheat was quite yellow in color and we had a wet July and our wheat after having so many rains was not as flinty as usual and soft wheat was carrying considerable premium at Kansas City and mixed wheat was selling at 3 to 4 cents per bushel more than Kansas yellow berry, and I, not being an inspector, decided that my wheat ought to grade soft or at least mixed, so I shipped my friend, Mr. Knutson, several cars and told him that if they did not grade soft or mixed to call for re-inspection, as I felt that they should at least grade mixed. Of course he honored my request and the cars all graded No. 2 and No. 3 hard on first inspection, but when he informed them that there was a mistake they readily saw it and graded all but one car mixed and the wheat sold for an average of about 3 cents per bushel premium over the same grades of hard wheat.

Some Antidotes Suggested.

I will now prescribe a few antidotes which I believe if inaugurated would have the effect of making grain inspectors more proficient and thus save our country shippers of grain many thousands of dollars every year.

I think that every inspector should know his business well enough so that when he has inspected a car of grain that a call for re-inspection should seldom be necessary and that when re-inspection was called that it should be a very rare case that the grade be changed.

If I sell wheat to a mill at a point where there is an inspector of course I sell it on official inspection. If the inspector does not know exactly how each car should be graded and have the nerve to stand by his convictions the miller will soon impress upon his mind that he knows much more how the grain should grade than the inspector, and frequently perhaps this would be true.

And when the miller registers his objection to the grades the weak-kneed inspector will think perhaps he was wrong and favor the miller by giving him the benefit of his doubt and when a "line" car arrives he will think that rather than have the miller criticize him he will grade the car No. 4, as the party who shipped the car is perhaps hundreds of miles away and will never be heard from. But that shipper who is far away is losing from \$20 to \$50 every time the inspector grades a car of wheat No. 4, 55 or 55½ pound test, when it should grade No. 3, 56 pounds.

How is the inspector going to know just how to grade the grain? Perhaps you will say by studying his book of rules or instructions. You might as well say that a man could learn to ride a bicycle by studying a book of rules or by watching another party ride it. No, indeed. He must have practice, and lots of it. And if he is going to be selected from the common herd of politicians without having had years of experience and knowledge in handling grain he will never be a real grain inspector. And I am now thoroughly convinced that until grain inspection and inspectors are entirely removed from politics that the shippers of grain will get no relief from present conditions.

An Examination for Grain Inspectors.

It seems to me that the inspection of grain and the adoption of uniform grades should be given over to the Agricultural Department and become a part of our Federal Government. There an examining board should be established and all applicants for inspectors of grain should be required to pass a rigid examination in all that pertains to the grading and sampling of grain and one of the main requirements should be that the applicant should be able to show that he has had several years' experience in handling grain or working with or as an inspector. These examinations should be managed similar to the examinations of mail clerks. An applicant for mail clerk does not get an appointment until he is qualified to fill such a position. And is it not much more important that an applicant for grain inspector should be thoroughly qualified than an applicant for a clerk to handle our mail?

If the Federal Government takes over inspection of grain each man who received an appointment as inspector will be placed on a civil service list and will be under no obligations whatever to any politician or political party and dual inspection at Kansas City will be eliminated and this alone will be a saving of about 75 cents per car to the grain shippers and grain producers of Kansas.

Old Yard Inspection System Wrong.

I believe, too, that the old system of yard inspection as still practiced in some markets is entirely wrong. Several probe tests should be taken from different parts of each car and mixed together in order to obtain a fair average sample of the grain in the car. These samples should be taken to a well-lighted room and there the grade of each sample should be determined by an inspector who has proven by years of service and by passing a rigid examination that he is qualified to pass judgment as an inspector and who is under no obligation to any miller or mill operator and who does not owe his appointment to any politician or political party.

Geo. B. Ross, chief grain inspector for Kansas, said they were paying better salaries than ever before in his department and trying to get better men. If the Association could point out to him reliable men who would always inspect grain correctly he

would be glad to employ them. There was now no such thing, he stated, as politics in the Kansas Inspection Department. An examination for inspectors was held last week and a man's politics was not inquired into, his sole recommendation being fitness for the job.

A. L. Scott of Pittsburg, Kan., read a very able paper on "Moral Forces in the Business World," presenting the subject from the standpoint of the grain man. Ethics in the grain trade and the Golden Rule applied to the grain business would do, and was doing, very much to harmonize seemingly opposing interests and bring about better conditions of conduct in this large industry.

J. H. Sherman, secretary of the Wichita Board of Trade, presented the subject of "Protection in Hedging" in a very interesting manner, stating its advantages to the grain man. Never before, he said, had hazards in conducting the grain business been greater as conditions had often changed over night. Hedging enabled the grain merchant to maintain his position and in spite of past conditions there had been few failures the past few years in the grain trade.

J. H. Karnes, of Oswego, maintained hedging would be all right if it were not for the speculation. Education would make better customers of the farmers and he thought that the farmers could avail themselves of the protection of hedging as well as the grain man. The session then adjourned.

THURSDAY AFTERNOON SESSION

The final session of the meeting was called to order by President Derby on Thursday afternoon and immediately Secretary Smiley read the treasurer's statement, showing the affairs of the organization to be in a very strong financial position.

E. L. Brown presented the report of the Auditing Committee which found the books of the Association correct.

As each member signed the register he also gave the estimated amount of grain in farmers' hands in his district and these were now read by the chair. They showed an average in first hands of wheat, 10½ per cent, and corn, 16½ per cent.

The report of the Arbitration Committee was made by James Robinson giving the work of this Committee for the year.

RESOLUTIONS

H. Work, of Ellsworth, presented the report of the Committee on Resolutions. It was adopted as follows:

The Cental System.

Resolved, that we approve and endorse a system by which all bulk grain shall be bought and sold by the hundred weight. Further that we hereby request all national and state associations and boards of trade to co-operate with us in securing the adoption of this method of buying and selling grain.

Leases for Elevator Sites.

Resolved, that we request the officers of the Grain Dealers' National Association to at once take up with the Interstate Commerce Commission the matter of executive charges for railroad leases for elevator sites, to the end that more just and reasonable charges for said leases may be obtained.

A Kansas Booster Campaign.

Resolved, that we hereby recommend to Secretary Smiley that a booster campaign for new members be started at once along similar lines pursued by the Grain Dealers' National Association.

Terminal Market Complaint Committee.

Resolved, that a standing committee of three be appointed by the president to which all complaints shall be referred that may arise from time to time between this Association and the various grain exchanges at terminal markets.

Requiring Railroads to Furnish Information.

Resolved, that we favor such legislation by the state of Kansas that will compel railroad companies to furnish shippers, when requested, conductors' reports on cars of grain repaired in transit; also such legislation as will compel railroad companies to furnish shippers of grain immediate notice of any grain that is transferred from one car to another, or any part of any car that may be removed by the railroad company in transit.

Minimizing Losses from Floods.

Whereas, there have been excessive losses on account of floods at certain gulf ports; and

Whereas we believe that there continues to be imminent danger to shippers of grain at such ports; therefore, be it

Resolved, that we hereby request our secretary to co-

operate at once with the secretaries of grain dealers' associations of Oklahoma, Missouri and Texas, to secure, if possible, from exporters an agreement that they will insure, at their expense all grain destined for export through all gulf ports where there is danger that grain may be damaged by floods.

Thanks to Kansas City Board of Trade.

Resolved, that we hereby tender our thanks to the Kansas City Board of Trade for the courtesies extended and the hospitable manner in which they entertained the members of the Kansas Grain Dealers' Association at the banquet in the Oates House May 3. We especially desire to compliment the committee from the Board of Trade in charge of the banquet and the splendid program rendered on that occasion and that a copy of this resolution be forwarded at once to the president of the Board of Trade.

The Rubey Bill.

Whereas, the House on April 29 passed the Rubey Bill as an amendment to the agricultural appropriation bill; and

Whereas, the Rubey Bill is substantially the same as the Moss Bill or Grain Grades Act, which bill has heretofore been endorsed by this Association;

Resolved, that the Kansas Grain Dealers' Association in convention assembled on May 4, 1916, again approve the principles of Federal supervision of grain inspection as embodied in the Rubey and Moss Bills, and that we use every legitimate effort to secure the passage by the United States Senate of the Rubey Bill at this session of Congress.

The Pomerene Bill.

Whereas, there is now pending before the House Committee on Interstate and Foreign Commerce the Pomerene Bill, S. 79, which measure is designed to give to the shippers of the country an equitable bill of lading; and

Whereas, the Pomerene Bill has been passed unanimously three times by the United States Senate, but has never been reported by the House Committee on Interstate and Foreign Commerce, to which it has been referred;

Resolved, that we heartily endorse the Pomerene Bill, which measure if enacted into law would safeguard the negotiability of all bills of lading in interstate and foreign commerce.

Resolved, that we urge our members to use their best endeavors in an effort to have the Pomerene Bill reported by the House Committee on Interstate and Foreign Commerce at the earliest possible date so that action may be had on the bill by the House before the present session of the 64th Congress adjourns.

Thanks to President Wilson.

Resolved, that this Association hereby tenders its thanks to President Woodrow Wilson for the courteous and friendly reception accorded to the representatives of the Grain Dealers' National Association, the American Bar Association and many commercial organizations on April 12, 1916, when said representatives were in session in Washington, D. C., and called on the President for the purpose of presenting the merits of Senate Bill No. 19, known as the Pomerene Bill, and that a copy of this resolution be forwarded at once to President Woodrow Wilson.

Thanks to V. E. Butler.

Resolved, that the thanks of the Association are due and are hereby tendered to Mr. V. E. Butler of the Grain Dealers' National Fire Insurance Company of Indianapolis, Ind., for the splendid address before this Association on the subject of "Preparedness as Applying to the Grain Business Today," and that the secretary be instructed to have five thousand copies of said address printed for general distribution.

Amendment to Kansas Inspection Laws.

Resolved, that we favor an amendment to the present grain inspection laws of Kansas which shall make it compulsory upon all purchasers of grain within the state of Kansas who demand reinspection that said purchaser of grain shall pay the cost of reinspection provided the reinspection does not lower the grade of previous inspection.

Proposed Deduction for Natural Shrinkage.

Resolved, that we are opposed to the attempt on the part of the carriers making a deduction of ¼ and ¼ of 1 per cent for alleged natural shrinkage of grain while in transit and instruct our secretary to use all honorable means to prevent the approval of a tariff providing for such reductions.

Arbitration for Railroad Disputes.

Whereas, there are grave differences now existing between the railroad employes and the railroad managers covering most of the railroad lines in the United States; and

Whereas, we believe that such differences should be so adjusted without injury to the public at large; therefore, be it

Resolved, that we favor arbitration of such differences between employer and employe if the parties thereto are not able to otherwise agree.

Thanks to National Association Officers.

Resolved, that the thanks of this Association are cordially extended to Lee G. Metcalf of Illinois and Chas. Quinn, of Ohio, president and secretary respectively of the Grain Dealers' National Association, for their attendance at our meeting and for contributing in so able a manner to the success of this convention.

Immediately preceding the election of officers a

very handsome cut glass punch bowl was presented to Secretary Smiley as a mark of esteem and token of appreciation of the work he had done for the organization.

ELECTION OF OFFICERS

The following officers were then elected:

President, F. A. Derby, Topeka; vice-president, F. W. Gaunt, Alton; secretary-treasurer, E. J. Smiley, Topeka.

Directors: First district, Charles A. Geiger, Robinson; second district, R. W. Dockstader, Beloit; third district, A. L. Scott, Pittsburg; fourth district, J. E. Miller, Hutchinson. Directors for Nebraska, E. L. Brown, Chester; J. M. Rankin, Cambridge.

There were short speeches made by the incoming officers and prior to final adjournment President Metcalf, of the Grain Dealers' National Association, thanked the Association in behalf of himself and Mr. Quinn and the national organization for the many courtesies extended them. He praised the work of the Kansas Association, the efficiency of its officers, and stated it was one of the best meetings he had ever attended.

KANSAS CITY QUIPS

Geo. B. Harper, of Silver Lake, Kan., visited Excelsior Springs a few days on his way home.

A large white sign hung in the rotunda of the Kansas City Board of Trade Building said: "Kansas City Board of Trade always welcomes visitors."

On Wednesday morning two cars filled with about 125 dealers took the trip to Excelsior Springs, where they visited the town, drank the waters and returned in time for the afternoon meeting.

C. C. Miles, of P. B. & C. C. Miles of Peoria, Ill., attended the meeting and made a number of purchases of Kaffir corn to go to Peoria. He reported a growing demand from the Peoria distilleries for this variety of corn.

President Lee G. Metcalf and Secretary Charles Quinn of the Grain Dealers' National Association, attended the convention. President Metcalf was delighted with the work being done by the Kansas Association and the interest the dealers showed in their organization.

President Derby and Secretary Smiley entertained out-of-town visitors, secretaries and the grain trade press at an informal dinner at six o'clock on Tuesday evening. President Derby assumed the role of toastmaster and there were short speeches by nearly every one present until the hour of 8 o'clock, when the evening business session obliged an adjournment.

The machinery interests were well represented by J. B. Ruthrauff with Huntley Manufacturing Company, of Silver Creek, N. Y.; James S. Tipton, with Barnard & Leas Manufacturing Company, Moline, Ill.; F. E. Dorsey, with The S. Howes Company, Silver Creek, N. Y.; F. H. Murphy, with Invincible Grain Cleaner Company, Silver Creek, N. Y.; Warren Meyers, with White Star Company, Wichita, Kan.; L. B. Graham, with Richardson Scale Company, Wichita Branch; R. U. Van Ness, Omaha, Neb.

As usual, the Association was the guest of the Kansas City Board of Trade at a dinner and entertainment, and also, as usual, there was little left undone that would provide for the pleasure of the guests. The dinner was given on Wednesday evening at the Coates House and so great was the attendance that a goodly number had to be taken care of in the Baltimore Hotel and the Coates cafe. However, at 8 o'clock the tables were removed from the banquet hall and room was made for every one to enjoy a very excellent musical program.

Other markets were represented as follows: Chicago by H. T. Bickel, with Clement, Curtis & Co.; W. B. Browning with C. H. Thayer & Co. St. Louis by C. F. Beardsley of Picker & Beardsley. Peoria by C. C. Miles of P. B. & C. C. Miles and J. C. Luke with Warren Commission Company. Des Moines by L. W. Gifford with Taylor & Patton Company. St. Joseph by John M. Flynn, S. M. Bird, A. J. Brunswig, Lynn B. Gordon, A. E. Muench, T. P. Gordon, C. H. Schreiber. Denver, Colo., by F. G. Olson, A. B. Ellis. Omaha by O. E. Harris, J. A. Ledeholm, F. C. Bell, J. Trimble. Sioux City by Julian Scott, D. C. Bishop, S. B. Gregg.

Illinois Grain Men Meet at Decatur

An Attendance of 603, Perfect Weather and Sustained Interest at Sessions Make Memorable Meeting—Shippers' and Receivers' Forums a Feature

DECATUR'S boast that they would have the best convention ever held by the Illinois Grain Dealers' Association was made good. All things contributed to that end. The weather was perfect, the attendance largest on record, and the spirit which animated all the sessions went far toward making a memorable meeting.

President Victor Dewein called the meeting together at 10 o'clock, Tuesday, May 9, and Rev. C. E. Jenney, pastor of the First Presbyterian Church, gave the invocation. Mayor Dan Dinneen's welcoming address expressed the sincere hospitality which was manifest throughout the convention.

In response for the Association, George W. Cole, of Bushnell, spoke in the stead of Vice-President J. B. Stone. The substitution gave but short no-

were expelled and two went bankrupt. Forty members are behind with dues.

It may interest you to know that there are at present enrolled as members: Three hundred and sixty-four country shippers, owning approximately 1,100 country stations; 185 commission men, 43 traveling men, 26 specials, and 30 advertisers who thus contribute to the support of the Association, and have held the same relation to the organization as members.

Thanks to Officers.

Before entering upon an extended review of what we have done or attempted to do during the past busy year, I must pause to render most hearty and sincere thanks to the officers, committeemen and many members who have at all times been so willing to aid me and to give me their advice and good counsel, and the benefit of their experience.

The year has been a crucial one for the Association, marking as it did the passing from the administration of a secretary whose many years of experience had gained the confidence of the entire grain trade, and whose splendid honesty and fine sincerity had merited the wide friendship he had built up, to one who came into the position without having an established confidence among the members. Great credit for the successes and accomplishments of the year is due to your president, whose ability as the head of this organization cannot be overestimated, and to the other officers and members of committees, who have been self-sacrificing, painstaking in their every relation with association work, and keenly interested in building up the organization to broader usefulness.

A Good Motto.

President Wilson has very aptly expressed what should be our motto:

"To elevate the ideals of business and to make the standard of efficiency real service to the community."

You may well be proud that the President of the United States speaks of your Association in such laudatory terms. Through its existence of nearly a quarter of a century, your organization has merited and gained the respect of the business world. In the President's tribute we should read not only commendation but responsibility. It should be our effort during the coming year to make our standard of efficiency more truly real service to the state and the nation. Such an ideal will be accomplished easily enough if every member will realize his individual responsibility and his personal duty as an American business man, engaged in the transaction of affairs of great economic importance. No grain dealer can make laws unto himself, for every dealer is an integral part of the whole grain trade. We must each appreciate that we owe a debt to society, and to the world in which we live. When every individual realizes that the only business code that should be subscribed to is based on justice, equity and a square deal, then will the grain trade be elevated to the highest plane in the realm of commerce and finance, and a new era will dawn.

Broader Usefulness.

Efficient service has been our effort during the past year. In every possible way we have tried to make the Association more broadly useful. You will understand that better when you have heard the annual address of your president and the various reports of committees.

The gauge of value for the Association should be the efficiency of its service to the entire grain trade, rather than specific, selfish effort for individual members.

We have been awake and alive to your interests along every possible line. We have fought for your rights and worked for your good, constantly and scrupulously. We have made the departments of the Association subject to your call at all times. We have tried to make the headquarters a clearing-house for your interests, a court for the righting of wrongs, and a center for the dissemination of information.

The Year's Activities.

To review briefly the activities of the year, which you will have reported in fuller detail by the committees this afternoon:

Three meetings of your Board of Directors have been held since the last convention—every member being present at each meeting—and at these sessions numerous vital problems have been considered, troubles threshed out and policies determined. Members will always be welcomed at these meetings and we urge your attendance for the presentation of any matters concerning your business.

We have watched our state legislators and have had an eye on Congress, to see that pernicious legislation should not be enacted, and have used our influence for the furtherance of measures which will make for stability and uniformity in the trade.

Your Association has protested against increased rates, when deemed inequitable, and your officers have frequently appeared before the State Public Utilities



PRESIDENT DEWEIN AND SECRETARY HITCHCOCK

tice, but Mr. Cole was amply qualified and expressed in fitting terms the appreciation of the Association.

PRESIDENT WILSON'S LETTER

The Directors of the Association, feeling that the grain trade of Illinois warranted the best in the land at their annual convention, invited President Woodrow Wilson to speak at that meeting. In response to this invitation, President Wilson wrote as follows:

My Dear Mr. Hitchcock—I am unaffectedly sorry to say that it seems impossible for me to absent myself for any length of time in Washington, and that therefore it will not be possible for me to speak at the 23rd Annual Convention of the Illinois Grain Dealers' Association, which is to be held in Decatur next month, but I must not deny myself the pleasure of saying how thoroughly I sympathize with every effort to elevate the ideals of business and make the standard of efficiency real service to the community.

Cordially and sincerely yours,

WOODROW WILSON.

SECRETARY HITCHCOCK'S REPORT

The report of Secretary E. B. Hitchcock was comprehensive and educational in its review of the activities of the year.

He first submitted a financial statement showing receipts of \$8,802.14 and expenditures of \$8,341.73, leaving a balance in the treasury of \$460.41. Then he summarized the year's work as follows:

During the year the secretary attended 28 meetings, not including conventions and conferences, and these meetings were attended by a total of 623 dealers; made 408 calls on dealers; traveled 17,573 miles. New members received, 41. Memberships transferred during the year, 11. Thirty members sold out, 13 resigned, two

Commission and the Interstate Commerce Commission, to fight your cause.

The legal department under the capable direction of Attorney Wm. R. Bach has given much advice and helped many of you in emergencies. It is greatly to be regretted that Mr. Bach cannot be with us today, to tell us of his work, and to outline his future plans.

We have gathered together important data on the subject of grain elevators located on ground leased from the railroads, and will finally get an investigation of the subject through the State Public Utilities Commission or through the Interstate Commerce Commission, which should result to the advantage of country shippers forced to lease from the railroads.

Heartily in sympathy with the movement for uniform trade rules, we have bent our efforts for the correction of practices at the terminal markets which we do not consider fair to the country shippers of Illinois.

Needed Reforms Effectuated.

In response to protests on inspection and discounts we have investigated conditions at some of the principal terminal market exchanges, and have effected some needed reforms.

Literature and information on various subjects have been distributed, not only to our members but to dealers throughout the state, so that there is better understanding of matters important to the trade.

The need of a better grain weighing statute for Illinois has been forcibly borne in upon us during the

ful in settling disputes between receivers and shippers, even when parties to the differences have not been members of the Association, and this feature of compulsory arbitration is one of the strong arguments in favor of a membership composed of shippers and receivers, bringing them together as it does in a common bond of interest and affiliation.

Litigation of importance to the entire grain trade has been forwarded at heavy expense by your Claims Bureau, and while the final goal is not reached yet, we believe we will finally accomplish great benefit for all of you. The Claims Committee is certainly deserving of highest commendation and your heartiest support.

Scale Department.

Your Scale Department has had its most successful year, and we have inaugurated a campaign for more universal use of the inspectors, so that the entire membership may enjoy the protective insurance to business which naturally follows the assurance that grain is being correctly weighed.

On the advice of your attorney, two blanks have been published by the office, the one to use in making requests for cars for grain shipments, and the other a grain shipping order. This led to the establishment of the Service Bureau, which has subsequently published riders to the bill of lading. These should be used by every wise shipper pending the decision of the highest courts of questions arising under the Carmack Amendment to the Interstate Commerce Act. I see that

organizations—the Chamber of Commerce of the United States, the Grain Dealers' National Association, and through the latter with the National Industrial Traffic League.

I have attempted to scan very briefly the Association's work during the past year, and I have omitted much that is known to all of you, to save time. But I am sure that this review will show you that we have been on the job for you throughout the 12 months, and have worked indefatigably for your best interests.

From the year's efforts it has developed that there should be several additional standing committees provided for by the by-laws, or otherwise.

A committee on crop reports should be composed of at least one chief reporter for each one of the 10 scale divisions of the state. He should attempt to make himself the authority on crops for his section, and a part of each monthly crop bulletin should be made up from his report. In my judgment, a report on the crops of Illinois bulked together is not sufficient. There should be reports by districts. I believe this would be a logical and valuable improvement.

A committee on membership should be appointed to have general charge of the extension of the Association. It is the hope of your Board that at least 100 members may be added during the year 1916-17. If each member of the Association will act as a committee of one in his vicinity to get all the dealers who are not members into the Association—if they would make desirable members—we can make 100 additions during the next year. A larger membership should not be our real aim, however, so much as a stronger membership.

Traffic Committee.

A Traffic Committee, which was an experiment during the past year, should be continued, as the possibilities for such a committee are very great indeed.

Let me say before I close that it has been impossible for me to visit each one of you in your home towns, or to know all of the members personally. The year has been entirely too short for all that I have wanted to do. I have had to acquaint myself thoroughly with the office routine, and to attend to especial emergencies as they arose. But I have resolved to meet and know every member before the next year is ended. I ask you to co-operate with me to this end, and to give me opportunity to be of specific service to each of you as frequently as possible. That is the reason for a secretary and a headquarters office.

Without a working membership, a willing membership, a determined membership, the secretary cannot accomplish all that is possible for the general good. But, with your loyal assistance the secretary can increase the membership, improve general conditions, effect harmony, and build up the Association to be a commercial organization of great power and usefulness.

CONVENTION COMMITTEES

President Dewein appointed the following committees:

Nominations—J. H. McCune, Ipava; C. R. Mitchell, Ashmore; W. N. Eckhardt, Chicago; C. E. Graves, Weston; P. H. Fawcett, Champaign.

Resolutions—U. J. Sinclair, Ashland; W. H. Holmes, Lincoln; C. F. Scholer, Farmer City; B. F. Colehower, Long Point; C. W. Baker, St. Francisville.

FINANCE REPORTS

Treasurer C. C. Miles, of Peoria, gave his brief report of the funds of the Association, the figures being contained in the secretary's report. This statement was followed by the endorsement of the Auditing Committee, read by T. E. Hamman, of Milmine, chairman.

GOOD ROADS

The subject of "Good Roads" is one of the greatest importance to grain dealers, and Hon. A. D. Gash, of Chicago, President of the State Highway Commission, brought frequent applause in his eloquent treatment of the subject. Mr. Gash began by showing how poorly Illinois was rated among states in respect to its roads. By reference to the great road builders of the past he showed what an enduring monument a great highway might be, and then went fully into the economies of the question, showing the low cost per acre compared to the increase in value brought about by good roads. Under the present plan the cost of road improvement will be spread over a series of years so as not to be burdensome to anyone.

GRAIN LITIGATION

Thanks to the arbitration principle so largely accepted among grain dealers, grain litigation is becoming more and more rare. Still there are many cases which cannot be settled out of court, and some of these were surveyed briefly in the ex-



THE OFFICIAL DELEGATES FROM CHICAGO BOARD OF TRADE
(Left to Right)—Wm. N. Eckhardt, Frank G. Coe, Adolph Gerstenberg.

year, and you will hear this subject discussed in the report of the Legislative Committee.

An association emblem has been adopted by your Board, and you will find it in slightly modified form in the front of the program of this meeting, the words "Member Of" having been eliminated for use by the Association, and you will see the insignia frequently in future. These cuts are for sale to members for use on the stationery, advertising, etc.

By order of the Board of Directors, the secretary last month put out the first issue of the News Bulletin, which will come forth the fifteenth of each month for your information on all subjects of general interest, and which is planned to keep you in closer touch with the work of your officers and committees. We trust that the members will see the value of this bulletin and will use it by making contributions and suggestions from time to time.

General Work.

We have distributed broadcast V. E. Butler's pamphlet on "Unintelligent Competition", as part of a campaign for the betterment of trade conditions.

Much time and thought were expended on this year's directory of Illinois Grain Dealers, and it is believed that the result is eminently satisfactory to all of you, and that another year a still better directory can be published, and one that will be still more profitable to the Association.

Local meetings have been held in different parts of the state from time to time. These have helped to maintain general harmony to the mutual advantage of all dealers. As many local meetings should be held as can possibly be arranged. It is vital to the welfare of the Association to have them frequently and to see to it that all parts of the state are taken care of in this way.

The Arbitration Department has been very success-

ful. This Bureau can be made most valuable to every member.

A Traffic Bureau has also been instituted, the continuance of which is recommended, and which should be used frequently by all members of the Association when problems arise where assistance is needed for satisfactory solution.

During the crop-growing and harvesting seasons the secretary has sent out questions to the membership, the answers to which have been compiled in crop reports issued monthly, and it is the plan to extend this Department so that the state will be divided into several cohesive parts, in order to show more concretely local conditions and prospects.

Important Conferences.

Our co-operation has been asked in a "Better Community" movement, and we will participate in a conference to be held at the University of Illinois, June 20-22.

We have taken part in several important conferences such as Carlot Minimums, Grain Storage, Sulphured Oats, Shortage of Cars, Uniform Grades, etc., and our effort has always been to represent the best interests of the grain trade of the state in relation to these subjects.

The Association has joined with such commendable movements for betterment of business conditions as a Non-Partisan Tariff Commission, National One-Cent Letter Postage, Good Roads, Crop Improvement, and The Development of American Shipping, all in line with the broad policy for the organization which has been adopted by your far-seeing Board.

Your Directors believed that affiliation with the Chamber of Commerce of the United States would ultimately be an asset of real value to the membership. We accordingly joined the National Chamber. This gives you members affiliation with three national or-

cellent address of Clyde H. Walker, of Champaign, who has specialized in the legal aspects of the grain trade, particularly from the shipper's viewpoint. Mr. Walker spoke as follows:

What I consider a fundamental principle of any successful business, is being able to avoid litigation, but it is impossible at all times in any line of business to avoid disputes, and out of disputes and misunderstandings usually come the larger percentage of litigated cases. However, on the other hand, we have

It takes unison to obtain justice against such strongly organized bodies. And several cases on different points followed to the Supreme Court would possibly develop a speedy justice in many ways from the carriers.

It should be that the local shipper would receive his rights from the common carriers. It is true that the railroads have a universal rule known as demurrage law, which they say is a benefit to the shipper in hurrying unloading at terminal markets. This law does not meet the requirements. Why would it not

over-draw the value of their shipment, and such over-drafts should immediately be protected by the local shippers.

So it is a safe rule to follow in every angle to be dealt with by you local shippers of grain, to have your contracts in writing, band together to procure justice from the railroads and draw against your shipments to terminal market men, in all of which you must use your sound discretion and keen business judgment to avoid litigation.

TUESDAY AFTERNOON SESSION

After a few announcements by the secretary, Vice-President J. B. Stone took the chair and introduced President Victor Dewein, who presented his address as follows:

The Illinois Grain Dealers' Association has steadily forged ahead in power and usefulness and its value is now recognized, not only within our own state, but everywhere that grain is dealt in commercially.

The present power of the Association has been attained by the frank and open conduct of the affairs of the organization. It is built upon honor and integrity and has always represented the best type of commercial society. It commands respect from the biggest interests and the most important persons in the country because of the high ideals and its broad helpfulness. There is an important duty devolving upon every member of this Association to see that the present high standard is maintained and further developed.

Your Association will reach its fullest usefulness and efficiency only when it has the loyal interest and active support of its entire membership. What we need today is not more members, but members more willing to assume responsibility, to undertake work that will benefit the trade as a whole, without thought of self, knowing that such activity will make for the betterment not only of his own special line, but also for the strengthening of the whole business fabric of the country. Every member should lend his best thought toward the advancement of the grain business through the medium of the recognized organization of dealers—long tried and found true—just as every true patriot should be constantly alert to his nation's welfare.

You have been fortunate during the past year in having an extremely able and unselfish Board of Directors. Those men have worked with the good of the whole trade in mind. It has been an esteemed honor to me to preside over a Board which has shown such intense interest and keen enthusiasm.

The sessions of the Board are always open and you will always be welcomed at the meetings, to sit with your chosen officers and debate the problems which are constantly more numerous and more weighty.

If you attend one of these meetings, you would be inspired and helped and would realize how great a



THREE ACTIVE HOSTS OF DECATUR
J. M. Allen, Max H. Hurd and H. J. Kapp.

some cases in litigation, not from the point of misunderstanding, but from the point of failure and some from absolute dishonor, or I might say dishonesty, on the part of one or the other of the parties to the litigation.

The country shipper has his business dealings first with the farmer who raises the grain, second with the carrier or railroad that transports the grain for him, and third with the buyer at the terminal market. To these three classes of business transactions, I will limit my remarks:

In the first instance, the farmer raises the grain for the purpose of marketing the same with the highest advantage of price to himself, looking towards his own interest. And many of the farmers call upon the country elevator man to make an advancement of money to them before the crop is fully matured and ready for delivery. With this kind of farmers, it is necessary for the country elevator man to use his sound judgment and keen discretion with reference to handling them. And in this class of sellers among the farmers who want their advancement, we run across the man who puts a chattel mortgage on his crop to some loan broker, and then comes to the grain man to get a loan from him or an advancement on the crop.

In the first place a crop of growing grain is liable to the landlord for the rent of the premises on which it is grown. And in the second place would come the chattel mortgage, and the indebtedness incurred therewith, interest, charges, etc., and the claims of the local elevator man would be a third lien on the crops, provided every precaution to make it valid was taken.

In advancing money on grain, and especially so, since the passage of the Uniform Sales Act by our recent legislature, it is necessary for the local elevator man to have a contract of purchase signed by the farmer in order to be absolutely safe and secure, so that the farmer will give him the grain at the price for which he has purchased it. The Uniform Sales Act, as passed, requires a contract or memorandum in writing between the parties where the amount involved is over \$500, and the delivery is for future date. The act further requires that a certain price must be stated and a price stating, at market, would be a good price to be within the act if money is advanced.

The grain should be warranted to be sound and merchantable.

The grain to be shipped is carried by the railroads and many occasions arise with reference to the necessity of litigation in this period for the local shipper. The greatest difficulties are car shortage, slow carrying, delayed delivery and loss in transit on the part of the railroads. It is true that the Association has been working for the benefit of the shipper in rates, shortage and every other question that arises. Very recently a great deal of litigation has been had here in Decatur with reference to non-leaking cars, concerning which you will be fully informed tomorrow. It is the very best interest of shippers in Illinois to band themselves together and produce a fund for the prosecution of their complaints against the railroads.

be fair to the local shipper to have a law that would pay a per diem to local shippers, say, present demurrage for every day after three that a car is ordered and not set in for the local shipper? If the members of the Association could get this law enacted it would be a great benefit in compelling the railroads to come along with cars as needed.

Getting needed means of transportation for grain is the most hazardous part of the local shippers' undertaking.

We have laws covering shortages in weight and most of the other differences that arise with the rail-



NINE GRAIN MERCHANTS FROM PEORIA

roads, and the only requirement with reference to them is a proper urging to have them enforced.

You may coax a little justice for yourselves, but your last resort, litigation, is usually the most speedy way of righting wrongs with common carriers.

After the grain gets to terminal markets the country shipper is protected in about every particular, and not many occasions arise for disputes. The grain is weighed, inspected and graded by disinterested parties and usually under the supervision of Government officials. The precaution of having the grain paid for is usually taken by drawing a draft for almost the full value of the shipment, which the terminal market man pays before he can get access to the grain. And in a few cases the local shippers have been known to

debt the grain trade of the state owes to the Directors of the Association. It is remarkable how these directors' meetings have expanded and developed along broader lines of usefulness—and will continue to expand and develop to your benefit.

The present steady, stable growth of our Association, the prominent position where we stand among all commercial and civic organizations, bespeaks the greatest credit for our very efficient and untiring secretary, whose sole interest has been to place our Association on a higher plane of prominence and usefulness and who is ever ready to take up our burdens, especially the problems of the country shipper.

His strict impartiality, his broad-mindedness and high intellectual attainments have fitted him for great

undertakings. It has been my sincere pleasure, as president of your Association, to feel with confidence the reliance of his office and to enjoy his most congenial companionship.

Some months ago your directors voted to take out membership for the Association in the Chamber of Commerce of the United States of America, and you are all by reason of the fact, affiliated members of that great organization. The National Chamber of Commerce is the united voice of the nation's business. It speaks for no particular section, but for the entire country. It speaks for no special interest, but for all legitimate enterprises. It is a long step in the right direction for this Association to join itself with more than 700 other organizations, so that the grain trade of Illinois may be heard as occasion presents, or when need arises.

Broad Purpose of Association.

Not only are we grain dealers, interested in the developments of commerce, in rail transportation, in measures for uniform bills of lading, in merchant marine, in American shipping, in regulation and distribution of food products, in Government grades of grain, but we are interested in good government, decent legislation. Today there is too much crank law-making, too many quack law-makers. There are too many laws adverse to the normal conduct of legitimate business. The successful man has been the suspected man. The successful industry has been the suspected industry. It is not always safe to be successful in business. However correct that success may be, it is most likely to be misunderstood and misconstrued, especially by pettifogging law-makers and bread-and-butter investigators. I have never happened to see an estimate on the total cost of business investigations during the past 50 years, but I am sure that this kind of muckraking has cost you and me, as taxpayers, many hard-earned dollars that might have gone back into our business or into other channels with better results.

Time and again the handling of grain and food business. Always these well-paid investigators have the result has been a clean bill of health for the grain business, always these well-paid investigators have found that the grain business is conducted fairly and squarely and on as small a margin as any commodity. We feel that the time has come for the Government to encourage the legitimate business of buying and selling grain, rather than to further harass us with inquiries and inquisitions which thus far have never shown other than that the grain business is an economic evolution, that it is here to stay as surely as the banking system or the wearing of clothes, and that the grain dealer is entitled to make a profit, and sometimes does.

Indirectly and primarily, whatever benefits we are able to gain for the producer by the handling and marketing his grain at a minimum cost and whatever pennies obtained through these investigations and adverse decisions of the courts, because by reason of additional and hampering laws, and poor or inadequate railroad equipment, is gain or loss to the farmer and taxpayer.

The fact that this organization can be found first in many forward movements, that it keeps itself in touch with all such dangers and battles constantly for better conditions, for equitable legislation, for honest decision, for improved transportation facilities—means that the Association is working for many more than its



THE DETROIT DELEGATION
J. A. Jossman and T. W. Swift.

own members. The producer should understand and appreciate this, and should realize that which works detriment to the handler of produce works detriment to the producer as well, and conversely, that which helps the grain man helps the farmer.

The Year's Business.

Let us review briefly our year's endeavors and accomplishments:

We have brought to the attention of the State Public Utilities Commission the matter of unequal and unfair railroad leases, and while we are not yet able to report great progress, light begins to show ahead.

I am glad to say that this subject is being given nation-wide publicity, and has recently been brought to the attention of the Interstate Commerce Commission by the National Industrial Traffic League, with which we are affiliated, and in its interstate aspect, this agitation will have our aid and indorsement.

All of us have felt the car shortage; some to a greater degree than others. We realize that this shortage results from the paralyzed condition of European nations and the consequent increase in demand for food-stuffs, war materials and commodities of all sorts sold for export to the belligerent nations. This immensely increased seaboard traffic has unfortunately found a corresponding lack of boats into which to unload our cars. The failure of Eastern roads to return the empty cars belonging to our carriers has caused a great scarcity in cars, and we have been seriously handicapped in moving our grain. It is evident that

the movement of the coming season's small grain crops would be still further handicapped with severe loss to producer, shipper and manufacturer. Your Association was represented by Director Wayne, who went to New York and Washington accompanied and ably assisted by Hon. Frank H. Funk of the State Public Utilities Commission, and started what now looks like relief for us.

Test Suits.

At a great cost to the Association, test suits have been prosecuted in the lower courts to determine the liability of carriers for shortages in grain shipments from cars arriving at destination without evidence of leakage. These suits have been both on interstate and intrastate shipments. We believed that nothing could be done by the Association that would mean greater good to all grain shippers than this litigation. Wide general interest has been shown in this matter and we are pleased to report that other organizations have announced that they will assist in and back up these suits in the higher courts for the establishment of precedents and final rulings on this difficult problem.

During the past year there has been harmony in the grain trade, generally throughout the state. We have campaigned for intelligent competition, for common-sense in the grain business.

Of the many activities of the Association during the year, you have already heard from the secretary, and will hear in the committee reports. I have merely tried to scan briefly the broad, constructive, worthy undertakings which have been forwarded, and in which it has been my great pleasure to assist.

Now let us each draw inspiration from our accomplishments, that we may move forward with renewed vigor and enthusiasm for the betterment of this splendid organization. Let us continue to strive together for a greater and more useful Illinois Grain Dealers' Association.

In adding another successful year to the history of this organization, permit me in conclusion to thank you all who have so graciously and loyally devoted yourselves to increasing the efficiency to your Association. To the officers, directors, and committeemen, whose many kindnesses and courtesies have encouraged and aided me, I especially wish to express my most sincere and lasting gratitude.

THE NEW PAN-AMERICANISM

The close relationship of interior and local organizations to the larger international interests which affect the whole nation, was strikingly emphasized by the Hon. John Barrett, Director-General of the Pan-American Union, who spoke in part as follows:

South America, Central America and Mexico are now before the public eye more than ever before in the history of Pan-American relations. Pan-America, which means All America, and Pan-Americanism, which means the co-operation of the 21 American republics for their common good, are the subjects of vital concern to all red-blooded Americans, and especially to the kind raised in Illinois. Upon the power of Pan-America and the practical application of Pan-Americanism may depend the very future existence of the United States and its 20 sister American nations. United in spirit and purpose they can dominate the commerce, the civilization and the peace of the world. Divided and antagonistic they may become laggards in



SOME OF THE 603 MEMBERS AND GUESTS OF THE ILLINOIS GRAIN DEALERS' ASSOCIATION IN ATTENDANCE

the world's progress and eventually the prey of an ambitious and powerful European or Asiatic rival and foe or a group of foreign nations jealous of Pan-American development.

As Illinois is one of the most virile, populous and prosperous states of the United States, she must have a direct interest in that Union of the Americas which will enable her manufacturers, her financiers, her educators, her people generally to wield that broad world influence which can only come from the fullest fruition of Pan-American ideals. Without the co-operation and support of Latin America, the United States can never become the great, powerful, benign nation that her people desire her to be among the sovereignties of the world. Without the co-operation and support of the United States, the Latin American republics can never work out in security and peace the destiny they have pictured for themselves.

The maintenance of the Monroe Doctrine through the years to come will depend upon its becoming a mighty Pan-American doctrine or policy, belonging as much to each Latin American Government and people as it does to the Government and people of the United States. The Monroe Doctrine is more alive today than it has been since its first declaration in 1823, but whether its significance will be permanent and accepted by all the world will depend not alone upon the attitude of the United States as one power, but of Pan-America representing 21 powers.

Effect of the War on America.

The splendid silver lining of the European war cloud for the American nations is the effect that titanic struggle has had upon the development of Pan-American political solidarity, Pan-American commerce and trade, and Pan-American friendship and peace. It has demonstrated to all the American countries, alike neutral on common grounds, their necessity of standing together to protect their common interests, their common institutions, and their common form of government.

It has proved the practical value and usefulness of that great international organization in Washington known as the Pan-American Union, for only recently a great English statesman said that he was confident that if they had had a Pan-European (All European) Union in some European capital like London or Berlin, Paris or Vienna, fashioned upon a plan and purpose similar to the Pan-American Union in Washington there never would have been a European war.

What Is Pan-Americanism?

Certainly a declaration of this extraordinary character calls for a close definition of that organization. Defined in a sentence, the Pan-American Union is the official international organization and office of the 21 American republics—the United States and its 20 sister American nations—maintained in Washington by them through their joint contributions to its expenses; controlled by a Governing Board composed of the Secretary of State of the United States and the Diplomatic Representatives of the Latin American Governments, administered by a Director-General (which position I have the honor to hold), who is elected by this Board and is, therefore, an international officer, and dedicated to the upbuilding and advancement of commerce, intercourse, good understanding, friendship and peace among them all. It is also a great Pan-American bureau of information for the Governments and peoples of its constituent nations supplying them with all kinds of Pan-American data, publications, and reports.



THE OFFICIAL PAGE OF THE CONVENTION
Victor Deweln, Jr.

What does Pan-America comprehend? It comprehends 21 independent countries reaching from the United States, Mexico and Cuba on the north to Argentina and Chile on the far south. It occupies 12,000,000 square miles, or nearly three times the area of Europe. It has a population of 180,000,000 of souls. It conducts an annual foreign commerce valued at the immense total of eight billions of dollars. Think, therefore, of the power of Pan-America and the meaning of Pan-Americanism as represented in the solidarity of such power.

Our Latin Neighbors.

What is the part that Latin America plays in the drama (may it never be tragedy!) of Pan-Americanism upon the vast stage of Pan-America? Latin America comprehends 20 republics—10 in North America proper and 10 in South America proper. It covers an area of nearly 9,000,000 of square miles, or three times the connected area of the United States. It has a growing population of 80,000,000 of souls. It conducts an annual foreign commerce valued at the large total of three billions of dollars, which has shown its capacity for growth by increasing one billion dollars in the last 10 years, or since the Pan-American Union was re-organized upon its present basis.

All these facts prove beyond question the vital importance of our young men and our older men in Illinois studying carefully and earnestly supporting the cause of Pan-Americanism. The commercial, civic and social organizations of Illinois, its universities and

colleges, its public and private secondary schools, its manufacturers and importers, its bankers and financiers, its professors of political economy and international law and relations, and its students must give more time and interest to the study of Latin American nations and peoples, their history and geography, their languages, their customs and habits, and their commerce and trade.

The Grain of South America.

Latin America presents some remarkable facts in connection with the grain trade of the world. It is destined to become, as it is already becoming, a competitor of the United States in the markets of Europe and Asia. The United States must appreciate that, as big countries like Argentina, Brazil and Chile in South America proper, and as Mexico and the higher altitudes of Columbia and Venezuela develop and become accessible for agriculture and transportation, they will be mighty grain producers. This does not mean that the United States should fear them, but rather that it should co-operate with them, just as the states of the United States co-operate for their common benefit in all lines of commerce and agriculture. There is no reason why the United States and Argentina should not work together for the good of the vast grain business of the world, in the same way that Illinois and its neighboring states work for the benefit of the grain business in the United States.

In this connection there are some interesting figures of the production and exportation of grains in Latin America which may interest you. It is not possible to discuss the whole Latin-American field, but we will note first Argentina, which is the chief grain-producing and exporting country of South America, and which, covering an area as large as that section of the United States east of the Mississippi River, and lying entirely in the South Temperate Zone, is becoming a most powerful factor in world commerce. In the agricultural year 1913-14 Argentina produced 3,100,000 metric tons of wheat; in 1915-16, 5,012,000 tons. The figures for oats were respectively, 740,000 tons and 1,095,000 tons; for linseed 995,000 tons, and 1,023,000 tons; while the figures of 1915-16 for Indian corn or maize are not yet available, the total production for 1914-15 was 8,591,645 tons against 6,684,000 tons in 1913-14. These figures give at a glance some idea of the importance and the growth of grain production in this remarkable land.

Exports of Argentina.

Noting the figures for exportation, we find that Argentina exported in 1915 a little more than 2,500,000 tons of wheat, about 600,000 tons of oats and nearly 1,000,000 tons of linseed and 4,330,000 tons of Indian corn or maize. Of these exports, however, only a small portion, comparatively speaking, came to the United States. The exports to this country in 1915, of wheat were only 28,694 tons; of oats 3,109 tons, of linseed 245,701 tons, of Indian corn 98,244 tons.

While, therefore, it is evident that the exports of Argentina are not yet a serious factor in the home consumption of the United States, they are a big factor in the import trade of Europe, for practically all of the remaining exports of these grains went to Great Britain, Germany, France, Belgium, Spain, Italy and The Netherlands. Since the war, the exports of course, to Germany have fallen off, but they have increased in a corresponding amount to the allied countries.

The figures for Brazil are somewhat limited, but



AT THE DECATUR CONVENTION AS THEY APPEARED WHEN FACING THE CAMERA ON MAY 9, 1916

the production of Indian corn in the state of Sao Paulo, one of the principal grain-producing sections of Brazil, amounted in 1914 to approximately 10,000,000 sacks of 132 pounds each.

Noting next Chile, we find that this country produced in 1915-16, 5,171,550 metric quintals of about 220 pounds each, of wheat; 1,031,230 quintals of oats; 816,440 quintals of barley, and 462,820 quintals of Indian corn. The export trade, however, was so small as to be hardly worthy of serious notice.

Contrasting, on the other hand, the exports of United States grains to South America, we find that the figures for 1913 were approximately 400,000 bushels, and for 1913, 3,315,000 bushels, an enormous increase. For corn, the only exact figures available are for Mexico and Cuba. To Mexico, United States sent in 1913, 470,000 bushels, and in 1915 nearly 3,000,000 bushels; to Cuba 2,371,000 bushels in 1913, and 2,770,000 bushels in 1915.

It will thus be seen that the grain trade in the field of Pan-American commerce is yet in its infancy and whether it has great potentialities or not, only the future can tell.

REPORT OF ARBITRATION COMMITTEE

The report of the Arbitration Committee, of which H. A. Hillmer is chairman, was read as follows:

Your Arbitration Committee has but a brief report to present for your consideration. Since the last annual meeting there have been twenty-nine cases filed with the Association, representing a total of \$1,921.84. Of this number 14 cases were settled by the secretary outside the Committee, or a total of \$1,199.07. Only two cases were tried by the Committee, these being cases Nos. 2160-3161 and 3169. The latter case has been appealed to the National's Arbitration Committee, by permission of the State Committee expressed in the finding. This permission was given because of the fact that Chairman Wayne of our Appeal Board served in the hearing of the case before the original Arbitration Committee. There are still pending five cases. In two cases expulsion of members who refused to arbitrate was necessary. One case was taken direct to the National's Committee, through the affiliation privilege, which is open to all in disputes with direct members of the National Association. We have been able to effect settlements of differences between members and non-members in several instances and this speaks well for the Arbitration Department and for the spirit of fair dealing among the grain trade of the state. These non-members who have taken advantage of the good offices of the Arbitration Department to effect settlements certainly put to shame those members of the Association who will not arbitrate differences and whose expulsion must be enforced in the interest of harmony and a square deal.

Knowledge of Trade Rules Necessary.

A study of the cases submitted to the Arbitration Committee, and those that have never reached the committee but have been settled by the secretary, will show that if we would make it a point to know the rules of the trade and be more careful in confirming trades by letter, the number of disputes would be greatly reduced. A close study of rules No. 7 and No. 8 of the Grain Dealers' National Association and a strict compliance with the terms thereof will tend to eliminate one of the most fruitful causes of disputes. In short, every dealer should give his most careful consideration to the trade rules in order to avoid disputes and differences which make for dissension and trouble.

To assist the members of the Association in becoming familiar with the trade rules in force between members of the Association and affiliated members of the National these rules were published in the twenty-third annual directory. As a further help the rules have been published in pamphlet form, a copy of which will be gladly furnished by the secretary to all applicants.

A report of the Arbitration Committee would be incomplete without an expression of our appreciation of the able assistance rendered us by our secretary. By his tactful handling of the cases he has been able to settle 50 per cent of them himself, without expense to either of the parties to the disagreement and without the labor and unpleasantness involved in arbitration.

REPORT OF LEGISLATIVE COMMITTEE

The report of the Legislative Committee, of which Lee G. Metcalf is President, was read as follows:

Your Legislative Committee, ably assisted by your officers and members, believe that much has been done as a result of our activities for the grain trade since our last annual convention. Considerable time and effort was spent in combating inimical measures, that if enacted into laws would have been detrimental to the best interests of the grain trade of the state. The work of your Committee, co-operating with your membership, contributed in no small way toward the defeat of the Fifty Car Train Bill, which was not looked upon with favor by our Association.

The Public Utility Commission of the state deny that they have the power to act in certain directions that would cure many evils and bring relief to the grain handling interests of the State. For instance, they do not think the Public Utility Law sufficiently comprehensive that it delegates to them the authority to

investigate and control railroad leases, a subject that is receiving a great deal of attention at the present time because some of the railroads are undertaking to charge, and in fact are charging exorbitant prices for land leased from them for elevator purposes. In view of this position taken by the Utility Commission, we believe that an effort should be made to amplify the Public Utility Law so that it would clearly and decisively cover this question, and delegate to the Public Utility Commission the authority and power to adopt rules that would cover all kindred questions that might arise, and that we ought to make every endeavor possible by the membership of this Association to assist in the passage of such a bill at the next meeting of our Legislature. We also believe that some amendment should be made to the Public Utility Law in relation to the free storage of grain so that the dealers would discontinue this dangerous and expensive practice.

Free Storage

It has been alleged that any law depriving individuals from rendering favors or services free of charge would

is on the program, and will discuss this matter more intelligently and more comprehensively than your Committee is qualified to do. We bespeak for him your very careful consideration and attention when he appears upon the program.

It would seem to your Committee that there is a continual effort to encroach upon the rights of shippers and receivers of grain by numerous laws that are either passed or attempted to be passed, and we submit that only through the strictest vigilance and constant concern of our business shall we be protected in our equal and just rights as business men, and to this end every individual member of the Association should bend his energies in co-operating with your Legislative Committee when called upon by them for your assistance and co-operation.

EXECUTIVE COMMITTEE REPORT

Chairman E. M. Wayne, of the Executive Committee, reported that two members had been expelled during the year for failing to arbitrate differences, but that nothing further of an official character had come before the Committee.

TRAFFIC COMMITTEE REPORT

The Traffic Committee reported as follows:

Under date of July 13, 1915, the secretary of the Illinois Grain Dealers' Association notified the following members to serve as a special Traffic Committee for the balance of the current year: H. I. Baldwin of Decatur, H. A. Rumsey of Chicago, V. C. Elmore of Ashland, H. S. Antrim of Cairo, and J. C. Aydelott of Pekin.

The Committee was authorized to work in conjunction with the secretary of the Association for better rates and better rules for the traffic and transportation of grain. Pursuant to these instructions complete tariffs of all Illinois railroads have been obtained and placed on file in the office of the secretary so that all rate information can be obtained from that official upon application.

On November 20 representatives of this Committee met with members of other state committees and of the national committee at the call of Henry L. Goemann to discuss and agree upon carlot minimums as a basis for a compromise with the railroad companies at a later meeting. The following minimums were recommended to apply on both domestic and export tariffs:

Wheat	64,500 lbs. equal to 1,075 bus.
Corn	61,600 lbs. equal to 1,100 bus.
Barley	60,000 lbs. equal to 1,250 bus.
Oats	51,200 lbs. equal to 1,600 bus.
Earley and oat mixtures ..	51,200 lbs. equal to 1,600 bus.
Ear corn	49,000 lbs. equal to 700 bus.

Grain screenings from various grains enumerated above in straight carlots to be same as grain from which screened.

Actual weight of cars when loaded to full visible capacity to stand as minimum when less than prescribed minimums, when certified by agent at loading point and so endorsed on the way bill and bill of lading.

February, 1916, found many members of the Illinois Grain Dealers' Association with their elevators filled with winter-shelled corn and contracts expiring which they could not fill on account of the lack of box cars into which to load the corn.

Hearing Before Utilities Commission.

This Committee, together with shippers, appeared before the Illinois Public Utilities Commission at Springfield in search of relief. We found men there willing to do all possible that could be done for the shippers.

Frank Funk, a member of the Commission and also an elevator owner, stated that if the Illinois Grain Dealers Association would send a representative with him to Washington to appear before the Interstate Commerce Commission he would gladly make the trip.

President Dewein and Secretary Hitchcock thought well of the proposition and through our joint efforts induced E. M. Wayne of Delavan to accompany Mr. Funk at the expense of the Association and as its accredited representative. After hearings in Washington and later in Chicago an order was issued by the Railroad Executive Committee that roads running between Chicago and the Atlantic Seaboard should return to their western connections 20 per cent more box cars than they received from said roads. This action has eased the car situation but at the present time there are thousands of box cars on the rails of Eastern lines that have been there for months past which belong to Illinois railroads and which would go far to relieve the car shortage were we able to secure their return.

Your Committee found Mr. Ewald, Chief of Railroad Division, helpful to us and through his efforts some of our shippers obtained more box cars than formerly.

In order to make the Committee more broadly useful members of the Association who have traffic problems should ask the aid of the nearest member of the Traffic Committee. The membership has been chosen from different sections so that the traffic difficulties of the entire state may be cared for comprehensively.

This department of association work can be made of genuine value and a Traffic Committee should be made a standing committee provided for by the constitution.

REPORT OF SCALES COMMITTEE

The report of the Scales Committee was read as follows:

During the year beginning May 1, 1915, to May 1, 1916, the scale inspectors visited 202 towns and tested 461



JUST TWO GOOD SCOUTS

be unconstitutional, and in this suggestion your Committee is fully agreed. We are of the opinion, however, that the Public Utility Law should be so amended whereby rules might be made by the Commission under which the conditions applying to stored grain would be so drastic and exacting as to remove the hazards incident to this unbusinesslike practice. Your Committee maintain that no honest grain dealer should be compelled either by competition or otherwise, in order to protect his business, to furnish free storage of grain.

We desire also to direct your attention to the fact that inasmuch as the last legislature passed the Co-operative Corporation Law, there should be an amendment to this law, making it an offense for anyone to go abroad over the land organizing such corporations for compensation and self profits. In our opinion, such an amendment would eliminate many of the evils arising from unjust and unnecessary organizations being formed where not needed, and which of necessity must be an extra burden upon the patronizing public. We strongly advocate this amendment.

Faulty Weighing Laws

Recent litigation in the courts has demonstrated the fact that the weighing statute of the state is faulty, in many respects, and does not offer proper protection to shippers as against the avaricious disposition of railroads in attempting to profit by the non-payment of claims for loss in shipment, and we strongly urge that the weighing statute be so revised and amended as will be fair to the carriers but will compel them to settle promptly and without expense to the shipper all loss for which they under the statute, are responsible. Hon. R. P. Vall, who has been special counsel for the Association in the non-leaking car litigation recently

scales, of these 80 were taken out and repaired, using \$118.94 worth of repairs. Traveling expenses amounted to \$857.31 and fees collected \$1,823.25, of which the Association received 10 per cent or \$182.32, which left the inspectors \$1,640.93 or \$68.37 per month for each inspector.

The Scale Committee and scale inspector are somewhat handicapped in some legal points, due to the fact that when a scale is inspected there is no law by which we can put a legal stamp upon the scale and get by the courts with our inspection.

There should be a law passed in the state legislature empowering the Secretary of State to issue license to a qualified scale inspector employed by the Illinois Grain Dealers' Association with a stamp making it lawful and legal so that we might be able to collect claims from the railroads with an affidavit of weights and under seal of inspection.

Following the passage of such legislation, the Scale Department charges for inspection should be increased to non-members, so that scale inspection will be a material privilege of membership.

We therefore, as Scale Committee of the Illinois Grain Dealers' Association, recommend that the president of this Association shall appoint a committee to draft such a bill to be recommended to the next legislature for passage.

CLAIMS COMMITTEE REPORT

The Claims Committee, of which F. S. Larison is Chairman, reported as follows:

Soon after the organization of the present Claims Committee consisting of Messrs. J. M. Allen, Frank Yates and myself it was decided that it was time for the Claims Bureau to make good on its promise to forward litigation that would benefit all grain shippers. From all sides came the insistent demand that we do something, and the general excuse for withdrawals from the Bureau was that the Association had done nothing toward getting decisions in the courts on problems that vex the average shipper—notably the so-called "non leaking cars." The number of patrons of the Bureau was fast decreasing. It was up to us to use extreme methods to revive the Bureau or to let it die.

During the previous year, tentative agreements had been made for the prosecution of the claims of the Shellabarger Elevator Company as test suits to determine the carriers' liability for differences in origin and destination weights from cars in apparent good order at unloading point, and Attorneys Vail and Miller had been engaged to handle these cases.

The Claims Bureau.

It was up to us to make good on the promises that had been made repeatedly in the past, to forward non-leaking claims litigation, to recreate the Claims Bureau. In other words the present Claims Committee came into an inheritance that very closely resembled a large white elephant. How well we have accomplished what we have considered to be our duty by the membership, remains for you to say.

I am very sorry that Attorney Bach is unable to be here today as he has secured during the past year some very important decisions that are of great value to every member of the grain trade. Among these cases is that of *Coon Bros. vs. the Illinois Central* for failure to furnish cars. When all the legal points of this case were threshed out and the railroad company had learned the views of the court they proposed a settlement which was satisfactory and which was accepted. Another case was that of *J. S. Cameron at Elliott vs. Illinois Central* for loss on an inter-state shipment in a non-leaking car. This suit resulted in the railroad paying practically the full amount of the claim. Still another case is that of *J. F. Umpelby at Pana vs. Illinois Central* in an intra-state shipment in a non-leaking car. This case was tried in the McLean County Circuit Court and resulted in a judgment against the railroad company for the full amount of the claim.

The Committee realized that we were undertaking a large proposition in attempting to litigate this question of responsibility for losses from good order cars. Taken from a financial viewpoint alone the problem was a big one. We were advised that it would cost several thousand dollars to fight this matter through the courts, but we felt that any expenditure would be justified and approved by you if we could but establish legal precedents in the higher courts which would facilitate the collection of claims, and that thereby we would be making a long stride ahead for the grain trade as a whole.

Expenses of Claims Bureau.

By decision of a special committee of the Board of Directors, Attorney A. C. Strong, son of the late secretary, was employed as assistant attorney for the bureau, at a salary of \$65 per month. He remained on the pay roll six months. During that time he worked on the preparation of the Shellabarger claims for suit.

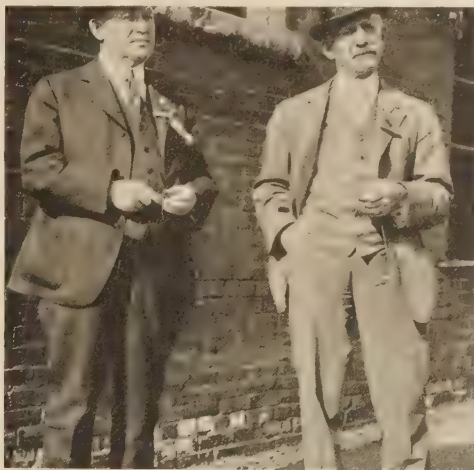
The Claims Clerk has received \$45 per month during the past year, while the secretary in his capacity of manager of the Bureau has received no salary from the Bureau. Expenses of postage, printing, etc., are considerable.

My report shows that a proportionately small number of claims have been filed during the past year. The Bureau has cleared up a good portion of the claims filed. More are awaiting the final decision in our non-leaking car litigation.

It is unfortunately true that many patrons of the

Bureau have the habit of filing with the Bureau only such claims as they cannot themselves collect and which look like hard nuts to crack, or claims which the railroads have already declined. Such claims are clearly a handicap to a Bureau which should receive all your claims, good, bad or indifferent, or none of them. I must say that I consider the attitude of those who do not file with the Bureau at all, more consistent than that of those who file only their bad claims and then expect the Bureau to perform miracles in collecting them very promptly.

The cost of the litigation has been very heavy, totaling over \$2,000. We have so far paid out over \$1,000,



P. J. MILLIKIN AND N. CLAY DEMPSEY

of which only \$300 has come out of the Association treasury. An advance of \$701.67 was made by the Shellabarger Elevator Company to pay the attorneys for their expenditures for depositions, travel, etc. In addition to this money owing the Shellabarger Company the balance due the attorneys on April 1, was \$1,206.32. In other words we are today obligated to the amount of \$1,907.99 for the test suits.

How is this indebtedness to be cleared? That is the problem to which I invite your very special attention at this time. It is an extremely important matter. You should all consider it carefully both as individuals and



J. M. ADAM DIDN'T LEAVE HIS WIFE AT HOME

as members of the Association, interested in its welfare, past, present and future. There is but one method that we can suggest: Let every member file all his claims through the Claims Bureau during the next year.

The time has come when this Bureau must either be supported by the membership or be discontinued. It is not effective to conduct a Bureau that is patronized by less than an eighth of the membership. Such an organization loses force and effectiveness when it represents such a small proportion—a minority number—of the grain shippers of the state. If the Claims Bureau is to be really strong and capable of expressing and enforcing the wishes of the grain trade, it should be composed of the entire membership of the Association.

The theory of a Claims Bureau is that the united effort of the entire membership of an Association will make a much louder appeal to our friends the claim

agents than will the single voice of an individual shipper.

Now, the Claims Bureau has lived up to its promises. We have fought a good fight against tremendous odds. We have won favorable decisions in the courts on both inter and intra-state shipments.

How much do you as a grain shipper appreciate what your Association has done for your cause?

All Claims Should be Filed.

If every shipper member will agree to file all his claims through the Claims Bureau during the coming year we will be able to meet all our obligations—obligations incurred in your interest and in the interest of every grain dealer in the country—and our strengthened position will make it possible for us to fight other battles that will result in your intrinsic benefit.

Shall we back down now with the victory half won and let the railroads chuckle over having licked us to a standstill? Or shall we pursue our advantage to its logical outcome and be situated so that we can make demands on the railroads that will be met?

I have been extremely frank. I have tried to show you on which side your bread is buttered. I have tried to convince you of the value of the Claims Bureau from a plain business point of view.

The appeal of the Claims Committee is for every member to become a patron of the Bureau at least until the next annual meeting, at which time the costs of this important litigation will have been paid, our cause will finally be decided, and you will be in a better position to decide whether or not the Bureau is worth continuing. Until you all do try it at one time and see what the benefit of a united effort of this sort will be, you cannot judge of the value of such an organization.

Rally to the Claims Bureau.

This then is a test of your loyalty to your Association, a test of your sincerity of your interest in the betterment of conditions in your business, a test of your common sense. Unless we have your hearty and unqualified endorsement at this time we cannot fight your battles for you further.

Which shall it be? Rally to the Claims Bureau and support it to a man? Or abolish it altogether? It's up to you.

Following Mr. Larison's report, Attorney R. P. Vail of Decatur gave a clear and comprehensive statement of the test suits and explained what had been already accomplished and what was proposed to do. Readers are familiar with the facts through the able reports of Secretary Hitchcock which have appeared in this journal in the past.

DR. DUVEL'S ADDRESS

The Illinois grain dealers would hardly feel that their annual meeting was complete without Dr. J. W. T. Duvel of the U. S. Bureau of Grain Standardization. Dr. Duvel's work so closely concerns every grain dealer and his sources of information are so extensive that he is always listened to with interest. This year he showed a great number of pictures illustrating the manner in which grain is handled in this country and abroad. These views included the handling of grain on the farm, at country stations, terminal markets, and at ocean ports as it is exported from this country and received abroad.

There were in addition a number of slides showing statistics and diagrammatic comparisons of production, consumption and export. It was a most interesting review of the grain trade of the world.

WEDNESDAY MORNING SESSION

The first business of the Wednesday session was the reading of a letter from Attorney W. R. Bach, who was unable to be present owing to a press of Association legal business. Mr. Bach's letter was as follows:

Of first importance in my opinion was our fight against the one cent per hundred advance in Illinois grain rates tried before the Illinois Public Utilities Commission. Important not only because it saved shippers and farmers of Illinois many thousands of dollars, but also because it taught us the value of co-operative effort in combating the Illinois railroads, the most powerful co-operative body of commerce we have in Illinois today; and made the two grain dealers' associations of Illinois potent factors to be considered in all future rate-making affecting grain and grain products.

We were assisted in this case by Mr. Stevens of Springfield, Illinois, to whom the writer feels deeply indebted. Both of us comparatively young men and inexperienced in rate cases.

As you all remember the case was won by the shippers and farmers. Just lately the Circuit Court of Sangamon County, Illinois, sustained the judgment of the Public Utilities Commission of Illinois. A further appeal has been taken by the railroads to the Supreme Court of Illinois.

This decision of the Illinois Utilities Commission was one of the most important yet rendered by the Com-

mission and was the first large case it was called upon to decide. We trust the members all appreciate the great value of this decision.

Once since has the effects of this decision been attempted to be overcome by the railroads—before the Interstate Commerce Commission of the U. S. in a case ostensibly brought by the Memphis Merchants' Exchange, but no doubt fostered by the railroads. This case is now pending before the Interstate Commerce Commission. The sovereignty of Illinois over its railroads is at stake in that case.

Court Decisions.

Another case decided in this year is the case of *Farmers' Grain Company of Dorans, Illinois, vs. Illinois Central R. R.* This case has recently been decided by the Third District Appellate Court of our State.

It was a suit involving loss in eighty-nine shipments of grain, both interstate and intrastate. The railroad claimed that the shipper was not the proper party to bring the suit since he had assigned the bill of lading; that the shipper was not the lawful holder of the bill of lading.

The higher court in one of the soundest opinions, denied the claims of the railroad and held against the railroad in every point in the case.

Right here I want to digress a moment to ask how many of our members are using the printed notices which we prepared and recommended for use, which tell the carrier that the shipper claims the legal right

How many more decisions on this question the Illinois railroads will require before becoming convinced that they are liable for losses of grain in transit in shipments, either intrastate or interstate, and where there is no evidence of leaks or rough handling and the car is under proper seal protection at destination, we are unable to state. However, we believe that unless the railroads can secure a decision from the Illinois Supreme Court overruling the Dorans Elevator case, the question will be a settled one in the Third Illinois Appellate Court District.

We would recommend that all suits for the recovery of losses of grain in transit hereafter commenced in Illinois should be commenced in the Circuit or County Courts in the Third District Appellate Court.

Another important class of cases with which the writer has been engaged during the past year is the class which includes the failure of the carrier to promptly furnish grain cars.

Failure to Furnish Cars.

Two of this class of cases have been handled during the year: *Coon Brothers of Rantoul vs. I. C. R. R.*, and *Hitch & Kirk of Bondville vs. I. C. R. R.*

The Association desired the settlement once for all of the periodical car shortages on Illinois railroads during the movement of the corn crop, hence furnished the Association attorney to the plaintiffs in both cases.

After nearly a year of argument on the matters of law involved in these cases and in settling the plead-

are our own members vitally affected by one or more of the foregoing matters, but the Farmers' Illinois Grain Dealers are also similarly affected. In three or four of the above matters the Farmers' Grain Dealers' Association have also employed me to represent them, thereby reducing the expense to our Association at least one-half.

Must Stick Together.

I could go on for half an hour telling you of legal services and other services rendered by our Association to its members. Not one of you but the secretary knows what these many services are, that he and I have rendered. You owe it to yourselves to stick together even if it does cost you a few dollars commissions in handling your claims. You don't see the railroads deserting their Traffic Associations—not much. They stick together. If they did not, how could they succeed?

The eyes of the grain trade in other states are continually upon what this Association is doing. It is the pioneer of them all in many lines. Do not allow it to become a trailer. Keep it in front, where Illinois always will belong, is the fervent wish of one whose heart is in his work and who wants to see the Illinois Grain Dealers' Association accomplish its mission, viz.: the relief of its members from the oppression of the Illinois railroads.

A letter was then read from the president of the Baltimore Chamber of Commerce, inviting the Illinois grain dealers to the National convention in September and explaining some of the difficulties that had been met in handling grain at that port.

THE SHIPPERS ROUND TABLE

G. H. Hubbard, ex-president of the Association, then took the chair to preside over the shippers' forum. The first speaker was Lee G. Metcalf, who stated that it would be a source of great satisfaction to him if the shippers of his state would attend the National meeting in a body. He then spoke of the complaints made by members of competitors and dealers with whom they did business and said that if members would get their own systems right there would be less cause for complaint. Suspicion, jealousy and lack of understanding were more often than not at the bottom of all the ill feeling; eliminate those things from the mind and heart and the path of the grain dealer would be found much more smooth and pleasant and the trade would be benefited correspondingly.

T. E. HAMMAN'S PROPOSAL

T. E. Hamman of Milmine read a paper which started the most animated discussion of the convention. The paper was as follows:

I have been requested to bring up the matter of the promiscuous building of elevators without consideration of the need of same or the amount of territory served.

Let me say, to begin with, this has no reference whatever to the organizing or building of co-operative plants. In fact it was a director of a co-operative grain company who urged me to bring this matter before the convention.

After considerable study and consultation, I believe it resolves itself into a question of whether we wish all the elevators in the state brought under the control of the Public Utilities Commission the same as the telephone companies, public elevators, etc.

Result of Too Many Elevators.

You say "No, I don't want my business interfered with by a commission, or mixed in politics." I said the same and meant it, but President Wilson says we have a right to change our mind once a year.

For some time the insurance companies have been investigating and find that a congested condition, with too many elevators, means an unprofitable business, poorly kept elevators, and most of their fires.

The gentlemen that addressed us in Peoria last fall from the Bureau of Marketing of the Department of Agriculture, stated that the grain could be handled cheaper if we did not have so many elevators in some sections. They had found that too many elevators mean unprofitable cost of operation, and while it looks on the surface that it should mean higher prices to the farmer, they find that the cost of operating the unnecessary plants must eventually be paid by the farmer in a wider working margin. True, they sail high for a time and get plenty of advertising, but eventually the producer foots the bill with heavy interest.

I understand of late some of the transportation companies are even furnishing half the capital to build a plant, for the tonnage they hope to receive, regardless of the need of same.

It is usually the uninformed or misinformed that gets in on such a proposition, and after once in eventually learns that unless he handles a large quantity of grain, at a reasonable margin, he is either holding up the community or himself.

If eventually, why not now. Would it not be much better for himself as well as the community and the trade for a board to give it careful study and decide whether the community needed the additional service, before the community would have the elevator to support? Is it not high time such a board was in action?



ON THE WAY TO THE EXHIBIT OF UNION IRON WORKS

to the bill of lading, even though assigned, for the purpose of collecting any loss of grain in transit?

If you are not, begin at once. Their use may save you considerable worry and trouble sometime in proving what your intentions were when you assigned a bill of lading that may be the subject of a suit to recover grain lost in transit.

The decision of the Appellate Court above referred to makes the use of the notices most effective. Begin now to use the notices. A word to the wise is sufficient.

The writer counseled and advised with the local attorney for the Farmers' Grain Company in the case above mentioned. We might add that there were no evidences of leaks, or want of seal protection on the cars involved in that case.

Of similar character were the cases of the *Shell-larger Elevator Company of Decatur vs. I. C. R. R.*, so ably conducted by Messrs. Vail and Miller, attorneys of Decatur.

Old Cases Settled.

Judge Whitefield of Macon County tried the Shell-larger cases and held the law substantially the same as it was afterwards decided to be by the Appellate Court in the case above referred to.

About the same time Judge Welty in McLean County Circuit Court gave judgment to James F. Umpleby of Pana, Illinois against the I. C. R. R. in a suit for loss of grain in transit in an intrastate shipment where there was no evidence of leak or rough handling and where the original seals were intact.

The decision in this case was rendered before the above mentioned decision in the Appellate Court was rendered.

Just lately we have procured settlement of a case that has been pending for several years, involving an interstate shipment where there was no evidence of leaks or of rough handling and the car was under proper seal protection

ings, the railroad offered a settlement in the case of Coon Brothers which I could not afford to refuse to recommend, and the case was settled. Coon Brothers paid their local attorneys and the Association took care of my fees in the matter.

The other case is pending in the McLean County Circuit Court before Judge Welty, whom I consider one of the ablest and fairest of judges.

We will await with interest the result of this case which is of interest to every shipper that annually suffers from the shortage of grain cars.

Railroad Scales and Leases.

Another matter of interest in which I have been recently engaged on behalf of a member of our Association is the application of Mr. Dexter Baber of Dudley, Illinois, against the Big Four R. R. to compel the railroad to install track scales at Dudley.

This matter is now pending before the Illinois Public Utilities Commission of Illinois. Here again the Association has furnished a member the Association's attorney to assist the local attorney of such member.

Gentlemen! We must all pull together to compel the railroads of Illinois to either accept shippers' weights and sworn weighmasters' weights at destination points in the settlement of grain claims or be compelled to require the railroads to weigh the grain themselves under proper supervision of the Illinois Public Utilities.

Still another matter commenced during the past year and still pending before the Illinois Public Utilities Commission, is the question of the regulation of railroad leases of portions of the railroad rights of way. This is not simply a local question in Illinois, but has become a nation-wide question. The National Traffic League have now taken up the matter and are presenting the same to the Interstate Commerce Commission of the United States of America.

You will all agree that the foregoing matters are of grave importance to the Illinois Grain Dealers, not only

In conversation with a telephone manager (and by the way, he is an ex-grain man), he stated that he had cold feet when the agitation was on about five years ago to bring the telephones under this same commission. I remember quite well his desire to sell out, as he said it would ruin the business. He could not find a buyer, however, and now is highly pleased with the working of the commission. It not only keeps out unneeded competition and gives them an incentive to keep their lines in good repair, but makes them cut out many expensive practices, such as cut rates, rebates, long credits, and a bunch of pets. Above all, it makes their competitors as well as themselves keep a systematic record of their actual operating expenses. And let me say that unless you keep such a record you will be surprised at the amount of gambling you are doing



MESSRS. THOMPSON AND CUMMINGS TALK IT OVER

when you get by with a big profit on that 1½ cent or even 2 cent margin, when you include discounts and shrinkage, as well as your own salary and other expenses. They only have to report to the state once a year, keep a systematic set of books and have an established working basis; which we all should do, and if ashamed of the report, it is self evident that it is time to make a change.

The present storage proposition is by some considered a nuisance, but if universally used and enforced it would cut out one of the greatest evils we have, and if eradicated would of itself be worth the trouble caused.

As to the working of the Commission, toward building of new elevators, it would be about as follows: If you desired to build an elevator in my town, or between stations, you would make application to the Commission. They would make careful investigation and if they found the elevators in good repair, properly equipped and managed with a past record of reasonable profits, they would recommend that for the good of the community it would be best for you to either buy out an existing plant or stay out. Or in the case of some of the old shacks it would be a case of fix up or shut up, and it should be.

Two Instead of One.

Another case, say there are two plants at present where the business really only justifies one. Neither can make any money without charging excessive margin. One party cannot buy out the other at present, as he would know another plant would be put up in competition and he would have the investment of two plants. Application could be made to the Commission for permit to consolidate and the station handled with less expense to the community and better facilities for handling the grain.

Do not say that because personally you have no apparent need of such a Commission at present that you are not interested. I personally know of five plants within the last year that have been built between towns by private individuals or firms where there was no real need of same, only to gratify some personal whim, spite or illusion. No community needs or calls for same.

Even taken from a co-operative elevator point of view, any experienced company will advise a new company it is better to buy out an existing plant than to have the

added competition, with consequent reduction in quantity of grain handled.

This is a vital subject, and I believe the sooner some action is taken in this matter the better it will be for the producer, the consumer, the insurance companies, and ourselves.

E. M. Wayne took up the discussion of the paper, approved of the suggestion and moved that a bill be prepared by the Legislative Committee of the Association acting with the Public Utilities Commission, giving the latter body jurisdiction over elevators.

G. H. Hubbard, speaking from the chair, objected strongly, on the ground that, under the Public Utilities commission, elevators would lose their independence and individuality.

R. C. Baldwin spoke in favor of the motion, citing a case where a new elevator company had forced a sale of an elevator at a fraction of its cost by threatening to enter a territory which would not support two houses. This was a case where the Commission would not have permitted the new company to obtain a charter under such conditions.

Henry Stanbery objected to the motion, as did Secretary Charles B. Riley of Indiana, and then Mr. Wayne withdrew his motion. It was forcibly brought out that the motion was not directed at co-operative elevators, in fact it was as much to their interest as to that of regular dealers to have some sort of regulation of the promiscuous building of elevators.

REPORTS OF DELEGATES

B. P. Hill, delegate from the Association to the meeting of the Chamber of Commerce of the U. S., at Washington, gave a brief report of that meeting. E. M. Wayne told of his trip to New York and Washington on the Car Shortage investigation. He stated that conditions in the East at munitions and other war supply plants made it impossible to release cars promptly, and as these conditions were liable to continue he warned all shippers against making any contracts that would be affected by car shortage next fall.

Porter J. Millikin of the Union Iron Works of Decatur gave a cordial invitation to all delegates to visit the special exhibit at their plant.

TERMINAL DEALERS' ROUND TABLE

The receivers' forum was presided over by H. S. Antrim of Cairo. Each market representative was given five minutes for presenting the advantages of his market. J. C. F. Merrill spoke for Chicago; C. C. Miles for Cairo; Mr. Powell responded for O. B. Hastings of Cairo; J. F. Vincent for St. Louis; C. C. Jones for Nashville; E. K. Shepperd for Indianapolis; and Fred E. Pond for Buffalo.

H. A. Foss of Chicago spoke briefly in behalf of an anti-sweeping law.

RESOLUTIONS

The Resolutions Committee submitted the following resolutions, which were adopted:

Appreciation and Thanks.

Whereas, the twenty-third annual meeting has been especially favored by the men who have addressed it and topics they have so ably discussed; therefore be it

Resolved, that this Association take this opportunity of expressing its appreciation to these men, and that the secretary convey to each speaker, by letter, the sentiment expressed above.

Resolved, that we tender our thanks to the Mayor of Decatur and its hospitable citizens for the very cordial welcome and entertainment furnished its members and their ladies. We will ever remember this meeting of the Association in Decatur.

Deceased Members.

It is with deep regret that we chronicle the death of the following members of this Association: Eli A. Beach, Chicago, September, 1915; Henry F. Langenberg, St. Louis, December 18, 1915; J. B. Magee, Cairo, January 27, 1916; Edwin Beggs, Ashland, January 7, 1916. Be it Resolved, that the secretary be instructed to convey to the families of the deceased members our deepest sympathy in their bereavement.

Contributions for Test Suits.

Whereas, the Claims Committee of the Illinois Grain Dealers' Association has forwarded certain test suits to determine the responsibility of carriers for loss from cars which arrive at destination in apparent good order:

Whereas, we believe that this litigation is of real merit and that its final determination is a matter of supreme and paramount importance to the grain trade of the United States; and

Whereas, the final cost of these suits will be so great that the Association's Claims Bureau should not be expected to bear the financial burden alone from the

funds obtained from the fees of the Bureau, but that the entire grain trade should share with the Claims Bureau of the Illinois Grain Dealers' Association this unusual expense, inasmuch as a successful determination will be of real benefit to every grain dealer; therefore, be it

Resolved, by the Illinois Grain Dealers' Association in the twenty-third annual meeting assembled, that members of the Association should willingly contribute to the furthering of this good cause in the sum of at least \$5 each and that members of other associations of dealers and other organizations of the trade should likewise share the expense;

It is then the sense of this meeting that the secretary of the Association should ask such aid from the trade in the name of this Association so that the litigation may be carried to a final and definite conclusion; be it further

Resolved, that the action of the Claims Committee in forwarding these test suits is heartily endorsed and commended and the Committee is instructed that it is the will of this Association that such litigation should be continued to its end.

Crop Report Committee.

Whereas, the Bureau of Crop Reports of the Association is of great value to the trade and should be strengthened in every way possible; be it

Resolved, that a Committee on Crop Reports should be appointed by the president, one member for each of the ten scale divisions of the state, said member to act as general reporter for his district.

Membership Campaign.

Whereas, it is desirable to increase the members of the Association with 100 members during the year 1916-1917, as a slogan; be it

Resolved, that the president should appoint a special Committee on Membership to assist the secretary in conducting this campaign.

Two Bureaus Continued.

Whereas, the two new bureaus which have been instituted during the past year in the secretary's office have given good service and their possibilities for greater service are evident; be it

Resolved, that these bureaus, the Service Bureau and the Traffic Bureau, should be continued, a committee



A PAIR OF INDIANS. WUGH! WUGH!

of five being appointed by the president to conduct the affairs of the Traffic Bureau.

Penalty on White Oats.

Whereas, the penalty of 5 cents per bushel at present exacted in the Chicago Market for applying No. 3 white oats on contracts made for future delivery is exorbitant and unreasonable, thereby giving the market manipulator an unfair advantage over the legitimate cash grain dealer and "hedger" and

Whereas, the rules of the Chicago Board of Trade permit delivery of No. 3 corn on sales of No. 2 made in the pit at a penalty of only 2½ cents per bushel, and

Whereas, the intrinsic and commercial value of No. 3 white oats compared to the Standard grade is greater than that of No. 3 corn compared to the No. 2 grade, No. 3 corn deteriorating rapidly under unfavorable conditions, while No. 3 white oats do not, therefore be it

Resolved, by the members of the Illinois Grain Dealers' Association that the penalty of five cents per bushel

imposed by the rules of the Chicago Board of Trade on deliveries of No. 3 white oats on contracts made in the pit for future delivery is unfair and detrimental to the interest of the grain shipper and largely in excess of the relative value and normal market difference between the two grades and should be reduced to two cents per bushel which more nearly represents the actual difference in value; and be it further

Resolved, that the secretary of this Association present a copy of this resolution to the president and directors of the Chicago Board of Trade with a request for favorable action.

Amendment of By-Laws.

Whereas, the Board of Directors has called the attention of the Resolutions Committee to Article II Section 2 of the By-Laws which reads as follows:

"The annual dues of each member shall be \$10 per year payable annually in advance, and where members have more than one elevator or shipping station there shall be added to their annual dues, \$1 for each additional elevator or shipping stations or office"; and

Whereas, it is the recommendation of said Board of Directors and the sense of this Committee that no member should be penalized for success and expansion in business by the assessment of additional dues for such expansion; therefore be it

Resolved, that said Article II Section 2 be amended to read as follows:

"The annual dues of each member shall be \$10 per year, payable annually in advance."

New Article of By-Laws.

Whereas, it is further recommended by the Board of Directors and is the sense of this Committee that all ex-presidents of this Association shall be classed as "honorary members" as a further recognition of their services and sacrifices in its behalf; therefore be it

Resolved, that the following new article be added to the By-Laws to be known as Article VIII:

"Presidents of this Association, shall, upon the expiration of their term or terms of office, become honorary members thereof, and as such, shall be exempt from all dues and assessments therein."

ELECTION OF OFFICERS

The report of the Nominations Committee was accepted and the following officers were declared elected: President, Victor Dewein, Warrensburg; vice-president, U. J. Sinclair, Ashland; treasurer, William Murray, Champaign. Directors, C. R. Mitchell, Ashmore; William Wheeler, Melvin; H. S. Antrim, Cairo.

DIRECTORS' MEETING

At the close of the regular session the directors met and reappointed E. B. Hitchcock, secretary, and directed that the headquarters of the Association be moved to Decatur, that city being deemed more convenient for a greater number of members than Champaign.

THE ENTERTAINMENT

At the entertainment of Tuesday evening Lee G. Metcalf, president of the National Association and ex-president of the Illinois Association, was the guest of honor, the day being the anniversary of his birth. He was the recipient of a wonderful collection of gifts from friends all over the country and while the gifts were jokes the sentiments which accompanied them were not. Mr. Metcalf presided as toastmaster in his usual happy and proficient style, introducing first James A. Patten of Chicago, who declared that this was his first appearance at the head of a vaudeville bill.

Following Mr. Patten's brief address in which he sketched his connection with the grain trade, but gave no tips as to whether to buy or sell grain, a varied program gave much entertainment. Albert Smith of the Chicago Board was an admirable story teller. The Springfield Quartette gave numerous selections, and then Indianapolis appeared on the scene in a boosting stunt, begun by a character comedian, but before it was over participated in by all the Indianapolis delegation. Other entertainments and a buffet luncheon finished the evening at the Y. M. C. A. Building, but a very enjoyable dance followed at the Elks' Home.

The ladies of the convention were entertained at a reception at the Country Club on Tuesday and at luncheon and a musicale at the James Millikin University on Wednesday. The last event was a ball game between teams from the Chicago and Indianapolis Boards of Trade, Lee Metcalf, umpire, which afforded more fun than baseball, the game going to Chicago by the score of 6 to 3.

So came to an end a convention that Decatur may well be proud of. The grain dealer hosts and the Hotel Orlando can be congratulated.

DECATUR NOTES

From Toledo there were E. L. Southworth, W. H. Haskell and Wm. W. Cummings.

The Lone Star State was represented by Chief Grain Inspector R. T. Miles of Galveston.

Fred E. Pond, secretary of the Buffalo Corn Exchange, brought greetings from that market.

Ware & Leland of Chicago furnished the Chicago market on wheat, corn and oats in the lobby of Orlando Hotel.

From Tennessee there came D. E. Buxton and H. J. Hasenwinkle of Memphis, and Chas. D. Jones and E. W. Williams of Nashville.

C. W. Baker was eligible for both Illinois and Indiana Associations, operating an elevator at Vincennes, Ind., and one just over the line at St. Francisville, Ill.

Peoria grain men who attended were H. H. Dewey, T. A. Grier, R. R. Hammel, W. W. Hegler, Clay Johnson, J. C. Luke, G. M. Miles, N. R. Moore, C. C. Miles, F. W. Mueller, C. F. Price, F. B. Tomp-



HAILING FROM CAIRO

kins, J. M. Van Nuys, J. H. Seymour, J. O. Speer, W. F. Stoltzman, C. H. Williamson, C. L. Daly, J. R. Chisan, E. M. Jones and Geo. L. Bowman.

The annual meeting of the Illinois Grain Dealers' Association was held at Decatur from 1895 to 1905 inclusive because the by-laws so provided. Then this by-law was amended, not without trouble from supporters of Decatur, permitting the annual meeting being held in other Illinois cities, and for the second time since 1905 Decatur got the convention. "Seemed like old times," said many of the older members.

The Indianapolis market was well represented by Bert A. Boyd, R. C. Daus, P. M. Gale, R. M. Hall, Wm. Hayward, L. S. Hill, E. Hutchinson, J. W. Jordan, H. G. McCotter, C. H. McEwan, Harvey Mullins, R. S. Perry, C. B. Riley, E. K. Shepherd, C. B. Sinex, Jesse Simpson, Frank Witt and U. L. Wright. This delegation was "aided and abetted" by R. W. Baker, Crawfordsville, Ind.; W. B. Foreman, LaFayette, Ind., and E. Hutchinson, Arlington, Ind.

The Union Iron Works held open house during the convention and in a light and roomy end of one of the buildings of their factory had on exhibition a number of their leading machines, a part of them in operation. These machines included the New Beall Rotating Warehouse and Elevator Separator, the Western Gyration Cleaner, the Western Combined Corn and Grain Cleaner, the Western Regular Separate Warehouse Sheller, the Western Pitless Separate Warehouse Sheller, the Western Steel Grain Feeder, the Western Chain Conveyor

and Feeder, and Western Improved Distributor. The visitors were received by the company's officers, Porter J. Millikin, president; H. Clay Dempsey, vice-president; Max H. Hurd, secretary; Frank J. Temple, treasurer.

A useful souvenir was distributed with the compliments of James E. Bennett & Co. of Chicago. It consisted of a railway guide giving time of arrival and departure of all trains entering Decatur as well as the Illinois Traction System.

The St. Louis delegates were: L. B. Armeding, H. L. Boudreau, Frank Bubb, J. A. Connor, R. E. Cowan, J. E. Dixon, John Dower, Geo. Gierer, Geo. Harsh, Ed. Hunter, E. F. Jolidon, H. F. Ketchum, Jas. S. Kevie, Eli King, W. J. Klostman, Thos. C. Lutz, Hugh B. McCormick, G. W. McReynolds, Eric Picker, M. R. Parrott, R. F. Scott, E. C. Seele, Frank J. Somner, A. H. Stokes, F. C. Taylor, G. A. Turner, J. F. Vincent, C. L. Voltz, S. A. Whitehead, C. L. Wright.

Chicago sent its usual good delegation. Those from that market were J. M. Adam, R. E. Andrews, Wm. Axtater, John E. Bacon, F. M. Baker, F. T. Bascom, Geo. P. Beringer, H. T. Bickel, A. C. Brakenbush, J. F. Caldwell, Allen J. Cameron, R. W. Carder, W. P. Carroll, Wm. Christy, F. G. Coe, John Connor, F. J. Conover, A. B. Cowan, Jack DeCourcy, Wm. N. Eckhardt, H. R. Emerson, Sam. Finney, H. A. Foss, W. A. Fraser, A. Gerstenberg, C. W. Gerstenberg, P. S. Goodman, E. H. Granereman, W. B. Granger, Frank E. Gulick, Gordon Hannah, A. C. Hanson, A. W. Harwood, Geo. L. Hight, Wm. Hirschy, M. C. Hobart, L. S. Hoyt, E. H. Huyck, H. S. Jackson, Norm. E. Krapf, A. M. Kirby, E. T. Leonard, Secretary J. C. F. Merrill, H. L. Miller, W. K. Mitchell, H. H. Newell, K. Nicol, J. A. Nosek, J. A. Patten, H. M. Paynter, W. H. Perrine, Richard Pride, K. F. Rich, Harvey J. Rogers, A. G. Rudolph, Jas. A. Ryan, Phillip H. Schiffin, B. F. Traxler, C. E. and E. B. Timberlake, E. F. Thompson, G. T. Thompson, Wm. Tucker, H. R. Sawyer, J. A. Schmitz, H. A. Shepard, Albert Smith, Willard B. Smith, Henry Stanberry, Fred D. Stevers, J. C. Strong, Martin Wade, Adam Wagner, J. A. Waring, W. A. Werner, Oscar C. White, J. S. Wiley, C. D. Will, F. E. Winans, F. G. Winter, A. E. Wood, Harry Zeweig.

THE ATTENDANCE

Besides those mentioned under the head of "Decatur Notes," the register showed the following men in attendance at the convention:

A. L. Adams, Moweaqua; J. W. Adrian, Mattoon; John Adkins, Prentiss; J. M. Allen, Decatur; Harry Allen, Broadlands; W. K. Andrews, Moweaqua; R. B. Andrews, Macon; H. Andrews, Walker; C. B. Appleby, Casey; G. E. Armstrong, Mt. Auburn; W. S. Armsworth, Cisco; W. E. Ashmore, Kansas; J. C. Audelott, Pekin; R. O. Auger, Decatur;

D. D. Baber, Dudley; W. F. Bader, Vermont; E. G. Bader, Astoria; Otis Baer, Decatur; L. W. Bailey, Boody; C. W. Baker, St. Francisville; H. I. Baldwin, Decatur; R. C. Baldwin, Bloomington; Geo. W. Banks, Irene; E. D. Bargery, Decatur; F. H. Barkley, Decatur; H. M. Barlow, Peoria; W. R. Barnhart, Cisco; Chas. P. Barrett, Owanece; B. C. Beach, Champaign; J. F. Beall, Niantic; E. W. Bechewitz, Harvel; Hayden Beech, Long Creek; J. S. Beem, Wenona; C. W. Beers, Waynesville; O. C. Benson, Fairmount; F. R. Best, Sidney; F. S. Betz, Oak Park; Geo. Betzelberger, Delavan; L. H. Blankenbaker, Sidney; Chas. M. Borchers, Decatur; C. U. Bower, Conel; Geo. L. Bowman, Peoria; C. W. Brewer, Decatur; G. H. Brown, Marshall; J. W. Brown, Clinton; C. A. Burks, Decatur; Jas. L. Bush, Tuscola.

J. M. Camp, Bement; M. C. Camp, Bement; T. G. Casley, Decatur; L. H. Cannon, Decatur; O. H. Cannon, Decatur; R. R. Carroll, Decatur; H. J. Casley, Rockfield; A. B. Chapman, Casner; E. B. Chapman, LaPlace; B. L. Christy, Viola; Wm. Clark, Palmer; C. P. Cline, Decatur; Geo. W. Cole, Bushnell; E. S. Collins, Garrett; J. E. Collins, Atwood; Oscar Collins, Atwood; M. E. Connard, Elwin; Geo. S. Connard, Elwin; Harold H. Connard, Elwin; M. Connell, Haynesville; E. B. Conover, Springfield; M. C. Cooper, Oreana; H. H. Corman, Decatur; S. Craetes, Girard; A. E. Craig, Charleston; E. C. Crawford, Hindsboro; H. L. Crawford, Hindsboro; J. A. Creamer, Tolono; C. F. Crow, Blue Mound; E. W. Crow, Blue Mound; L. W. Crow, Blue Mound; C. P. Cummings, Pittsfield; Aubert Cuppy, Humboldt; H. E. Cusick, Mattoon.

E. M. Davis, Danville; C. E. Davis, Arthur; F. E. Davis, Mahomet; W. G. Daugherty, Galesburg; Ornsby Dawson, Winchester; F. W. Dehart, Dalton; Geo. A.

DeLong, Foosland; L. DeLaney, Niantic; Victor Dewein, Warrensburg; R. T. F. Dodds, Decatur; W. J. Dodgson, Winchester; Chas. H. Donnell, Westerveldt; J. M. Duncan, Lintner; Z. Duncan, Decatur; L. G. Duncan, Decatur; A. C. Duncan, Lintner; L. E. Duncan, Decatur; S. J. Durbin, Decatur; A. E. Dutton, Decatur.

O. N. East, Millmine; Glenn Ellis, Deer Creek; L. C. Emerson, Champaign; A. P. Eaton, Allerton; Earl R. Evans, Hammond; Frank L. Evans, Decatur; Philip H. Fawcett, Champaign; David Fear, Assumption; W. L. Finson, Monticello; Jas. Fishback, Mattoon; J. R. Fitzgerald, Decatur; W. B. Flemming, Bement; C. E. Fletcher, Royal; John M. Fogelson, Sheldon; W. P. Foote, Decatur; Geo. E. Ford, Illiopolis; J. A. Freeman, Sadorus; J. W. Fritz, Decatur; John Fryer, San Jose; R. M. Fulton, Bloomington.

C. A. Ganes, Decatur; Mrs. H. V. Gifford, Sullivan; Mrs. C. E. Graner, Weston; H. E. Graner, Weston; D. O. Green, Bloomington; J. M. Green, Wapella; A. T. Gregory, Decatur; T. C. Grotevant, Forrest; F. G. Gyles, Bloomington.

S. E. C. Halster, Dollville; E. E. Hamman, Roberts; T. E. Hamman, Milmine; F. T. Hanks, Decatur; A. L. Hardin, Charleston; G. A. Hargrove, Decatur; J. A. Harlan, Cheneyville; C. T. Harney, Decatur; J. A. Harrison, Clinton; Ralph Hasenwinkle, Bloomington; O. B. Hastings, Cairo; V. Hawthorne, LaPlace; P. H. Hayes, Galesville; S. A. Hess, Decatur; J. L. Hicks, Monticello; C. W. Higdon, Sullivan; G. L. Hight, Decatur; J. C. Hight, Decatur; B. P. Hill, Freeport; C. E. Hitch, Westridge; E. B. Hitchcock, Champaign; Casius Holcomb, Oakley; W. H. Holmes, Lincoln; J. H. Horton, Garrett; John W. Horton, Garrett; G. H. Hubbard, Mt. Pulaski; Burton Hungerford, Lodi; Max H. Hurd, Decatur.

T. B. Jack, Decatur; W. G. Jennings, Casner; Clarence W. Johnson, Bellflower; H. W. Johnston, Danvers; E. W. Jokisch, Booddy; Frank Jones, Ridge Farm; J. K. Jones, Dewey; Roy Jones, Monticello; B. F. Jostes, Stonington; V. E. Judy, Armstrong.

A. C. Kaiser, Fairland; L. J. Kaiser, Maroa; H. J. Kapp, Decatur; James Karr, Seymour; Emil Keller, Strawn; W. E. Kellington, Decatur; C. Klme, Nilwood; A. H. Kinnehan, Lanesville; L. P. Kizer, Hammond; G. C. Knickerbocker, Decatur; J. C. Koehn, Hayes; J. M. Kautz, Mt. Pulaski; M. Kerwood, Rowell; L. J. Kesser, Maroa; M. A. Kirk, Bondville.

David Lacharite, Assumption; F. S. Larison, El Paso; M. M. Lasbury, Griggsville; G. R. Layher, Decatur; Miles A. Leach, Cornland; C. H. Leas, Decatur; R. Leforge, Bloomington; G. W. Leonard, Decatur; Geo. L. Lindsay, Lovington; Wm. Lithgon, Emington; A. E. Long, Littleton; W. S. Long, Rushville; A. V. S. Lloyd, Bloomington; John H. Lloyd, Springfield.

A. McAtee, Clinton; L. E. McAtee, mgr., Rantoul. Mrs. L. E. McAtee, Rantoul; L. E. McCabe, Mattoon; Elmer McClain, Metcalf; J. H. McCunce, Ipava; Frank McGrew, Kankakee; W. C. McGuire, Maroa; John McHenry, Springfield; A. McIntosh, Decatur; H. W. McMurtrey, Decatur; T. H. Maddox, Chatham; Frank Malone, E. St. Louis; Samuel Mangus, Elkhart; H. G. Marshall, Champaign; H. F. Maus, Latham; A. J. Meents, Askhum; F. W. Meents, Clifton; A. F. Miller, Decatur; Porter J. Millikin, Decatur; C. R. Mitchell, Ashmore; F. W. Moberly, Shelbyville; A. L. Moore, Assumption; C. T. Moore, Stonington, Ill.; O. W. Moore, Allerton; W. J. Moore, Blue Mound; G. W. Morgan, Decatur; O. P. Morgan, Ivesdale; Herschel Morris, Decatur; A. F. Moss, Kemps; O. J. Moss, Hindsboro; F. A. Munson, Windsor; S. Munson, Arsolo; M. Murphy, Springfield; M. F. Murphy, Springfield; O. S. Murray, Symerton; Wm. Murray, Champaign; Bert Muthersbaugh, Decatur.

S. S. Neiman, Warrensburg; Peach Andrews Nelson, Macon; J. Nichols, Decatur; D. C. O'Dell, Springfield; Jas. O'Neill, Philo; Ernest Orndorff, Mattoon.

L. C. Parkhurst, Decatur; R. C. Parks, Kirksville; Louis Paulus, Burtonview; Jack Peck, Cerro Gordo; W. Peck, Monticello; Bruce Persinger, Decatur; P. W. Poorman, Humboldt; C. J. Porter, DeLand; J. B. Porterfield, DeLand; F. M. Powell, Decatur; L. E. Powell, Shelbyville; W. S. Powell, Cairo; O. E. Powell, Decatur; J. W. Prather, Williamsville; J. W. Probasco, Bloomington; W. W. Porterfield, Murdock; J. E. Quigley, Decatur.

L. W. Railsback, Weldon; Mrs. R. Reeder, Ficklin; F. W. Reuter, Dewey; O. H. Risk, Edinburgh; Wm. Ritchie, Warrensburg; R. S. Ritchie, Foosland; F. E. Rose, Garrett; H. B. Rowe, Jr., Kenny; Wm. Rundell, Decatur; C. A. Russell, Decatur; L. C. Russell, Allentown.

Lawrence Sanders, Decatur; Jno. W. Sanner, Decatur; C. F. Schaler, Farmer City; L. Schulhafer, Champaign; E. E. Schultz, director, Beardstown; O. M. Scott, Mt. Zion; L. B. Scroggins, Sullivan; W. F. Shanahan, Decatur; A. H. Shelby, Block; G. R. Simpson, Decatur; J. A. Simpson, Woodford; U. J. Sinclair, Ashland; J. P. Sledge, Champaign; Chester Smith, Monmouth; L. C. Smith, Harvel; W. D. Smith, Decatur; J. B. Snediker, Astoria; J. B. Sowa, Delavan; C. B. Spang, Georgetown; M. M. Spingler, Bolivia; J. T. Sprague, Bement; A. E. Staley, Decatur; A. L. Stanfield, Edgar; T. D. Stanson, Villa Grove; R. J. Steven, Sadorus; E. P. Stimmel, Decatur; Ben Stone, Bloomington;

J. B. Stone, Mattoon; H. A. Stotler, Wenona; A. C. Strong, Champaign; J. W. Stroup, Decatur; Wm. Sutherland, Decatur; R. J. Sullivan, Sheldon; W. H. Sutherland, Cairo; R. F. Suttle, Hallyville; J. W. Swearingen, Heyworth.

G. C. Tjardes, Emington; Wm. E. Trapp, Lincoln; J. M. Teal, Tabor; C. F. Temple, Decatur; F. S. Temple, Decatur; W. D. Templeton, Sullivan; F. F. Thompson, Watseka; Geo. E. Trant, Bloomington; J. C. Frost, Philo; Dwight Trueblood, Decatur; R. P. Turner, Argenta; C. C. Twist, Rochester.

J. H. Uppendahl, Dalton City; Jas. F. Umpleby, Pana; T. A. Verry, Armstrong.

The Chicago Board of Trade and the Public
A Comprehensive Outline of the Service Rendered to the People by the Exchange Showing Just Why It Is Indispensable

By J. C. F. MERRILL
Secretary, Chicago Board of Trade

THE grain produced in the year 1915 amounted to:

	Bushels
Wheat	1,011,505,000
Corn	3,054,535,000
Oats	1,540,362,000
Rye	49,190,000
Barley	237,009,000

A total of.....5,892,239,000
Hogs produced during the same year numbered 68,047,000 head.

The last census gave the number of farms as 6,333,000. On them is produced the food necessities of our 100,000,000 people.

The farmer does not, nor could he if he would, graduate or adjust his selling to just meet the wants and needs of the populace.

His principal function is producing, each in his own way, the very most he can, not as a philanthropist but from motives dictated purely by self-interest, his only object being the gaining of money. Self-interest propels the great service of providing food for all.

Self-interest and his own convenience controlling his choice of time of selling, it happens quite naturally that the offerings at central markets largely exceed all requirements, with the result that someone must assume ownership of the surplus quantities.

This raises the question of risk of ownership and its assumption by the owner, or its passing to another by means of a hedge sale whereby he insures himself against it.

THE RISK OF OWNERSHIP OF PRODUCTS

The risk of ownership is of importance in proportion to the quantity of the several commodities in storage. Someone must take the risk. The risk incidental to production has been widely disseminated through the farming class, each farmer's risk being in proportion to the quantity of grain he possesses and the number of hogs he has. The risk he assumes is not only that of drought and frost affecting the grain, but that of cholera and other diseases affecting hogs. The whole risk is an enormous item. Carried by many thousands of farmers the risk assumed by each is small. Loss, if any, is thus widely disseminated.

In unity and numbers there is strength.

When the grain and the hogs become products, the risk remains just the same until it is consumed.

Were it feasible or possible to immediately distribute it to retailers or consumers, this large risk would again be disseminated and again there would be strength to bear the risk and its burden, in unity and numbers.

Unfortunately or otherwise, the fact is the great consuming public, that large portion of our people who live elsewhere than on farms, buy in small quantities for obvious reasons. Therefore, the stock of grain and cured product scattered about the country in elevators and cold storage is of sufficient magnitude to make its ownership, with its inseparable risk, a matter of tremendous importance. It is insured against injury or loss by fire. The own-

C. H. Wade, Paris; Geo. W. Walker, Gibson City; E. O. Walker, Bethany; Clyde H. Walker, Champaign; W. E. Walker, Dalton City; Bruce Waller, Maroa; W. H. Wallace, Windsor; J. F. Wallace, Forrest; Daniel Ward, Clinton; E. M. Wayne, Delavan; Elvia Weathers, Newman; W. A. Webb, Weldon; T. G. Wells, Arthur; Geo. E. West, Thawville; C. W. Wheatley, Charleston; Wm. Wheeler, Melvin; C. R. Widick, Decatur; Byron E. Williams, Blackland; G. B. Wilks, Alsey; J. B. Winger, Cairo; A. A. Wolfe, Decatur; G. F. Wisniewer, Decatur; Geo. Wood, Gifford; H. P. Wordon, Edmont; Jas. A. Worsham, Maroa; A. W. Wrede, Piper City.

F. W. Zelle, Lake Fork; F. J. Zimmerman, Shirley.

ership risk of segregated or individual lots at times is equivalent to the making or the loss of a princely fortune. The owners are very few in number compared with the number who owned the grain and the hogs.

Compensation for risk is a legitimate charge against any property involving risk.

If the owner of the grain and the cold storage product must assume this risk, he must add the compensation therefor to the price. Those who eliminate the risk by hedge trading can undersell those who do not, unless the latter practice reckless conduct of business by carrying a risk to save the cost, which, when passed to another, involves a charge.

As well assume the fire risk as assume that of ownership.

Movement along lines of least resistance is a prime order of nature. Merchandising of staple commodities gives plenty of evidence to those who look for it of unwillingness to assume risk needlessly.

WHERE THE BOARD OF TRADE IS USEFUL

The great service rendered by the Chicago Board of Trade is here made plain. Here buyers and sellers come in great numbers from all over our own and foreign countries, not only to buy or to sell grain and cured products, but to insure themselves against the risks of ownership.

Not an insurance company, but a speculator supplies their wants. His is also a numerous class; he is cosmopolitan; he may be found if carefully looked for in most unexpected places, remote from central markets. As a type he is inclined to take but a moderate risk. Because of his numbers, as a class, he does what the farmers because of their number did, in assuming the risk while the commodities were in the stage of production; so a congested risk is again spread widely and thinly, and merchandising of the products may proceed daily at a merchandising profit without the addition of compensation for risk.

As before stated, because some do this, all must do it, or carry the risk without receiving pay for it. Competition enforces this.

The speculator is thus brought into prominence.

According to the intelligence or the temper of individuals he is called by sundry names. Quite commonly the service he renders is unrecognized. Indeed, it may with truthfulness be said that he himself very often is ignorant of rendering service. Whether he does or does not know is immaterial; the service remains.

Like the farmer and like all classes of trade, self-interest and not the rendering of a great and valuable economic service is the impelling motive.

This is true in all activities of men, the returns for which are insured in dollars.

THE COURSE OF SPECULATION

The competent and the incompetent are found in all paths of life walking side by side. Strength is everywhere applauded and, unconsciously, imitated. Certainly the first place to be searched for an ab-

sence of this instinct of nature will not be the market place.

So it naturally happens that some not well qualified either mentally or financially imitate those who are better endowed than they, and frequently with, to them, disastrous results. They have rendered a service, however, by assuming a risk another did not wish to carry.

Not infrequently may be heard unbridled denunciation of the market place because of such. The important economic service of the joint service of the competent and the incompetent in assuming the risk of ownership of a vast quantity is unrecognized, the good thereby being lost sight of, and the natural consequence of incompetency is alleged to be the fault of the market place.

The question in fact is one of perversion of the functions of a great market; a market where last year more than 420,000,000 bushels of grain were received and sold. The receipts on one day being equal to the entire product of every acre of more than 300 square miles.

A CLASSIFICATION OF SPECULATORS

The hum and buzz of commerce is much too loud to make audible the intent and purpose of any one who enter the market place. Those who come to it in possession of a full knowledge of the world's needs and the available supply to meet those needs, balancing one against the other and determining if a little surplus or a little shortage will result, come with an opinion or conviction.

Their action will express their judgment.

They are speculative investors assuming ownership of a fluctuating commodity. They take the chance—just as an insurance company takes a chance on property they insure; they do it intelligently.

This is true speculation.

Those who because of indolence or lack of mentality, and perhaps financially disqualified also, come without knowledge of conditions and blindly seek an opportunity to get money without labor or toil, in short, try to reach a desired goal in the possession of wealth along the line of least resistance and determine to take the chances with a fond hope of good luck, cannot be so classed.

They but express the same attitude toward the movement and course of commodity values that they would express towards an event which may or may not happen.

A given horse may win; a house may or may not burn from lightning.

Human judgment cannot forecast with any degree of probability such happenings.

SPECULATION VS. GAMBLING

Call the assumption what one may, the fact remains that speculation is based on calculation and gambling is based on chance.

The market place being a prime requisite, it can not be dispensed with.

Commodities must have ownership until consumed. Ownership cannot be eliminated nor can its risk be removed.

Commerce is satisfied with less profit where risk is removed.

The speculators as a body accept the risk of ownership gladly.

They are ever ready to buy or to sell at a small fractional difference in price.

They are in the main as separate and distinct a class as are the insurance companies.

The surplusage of the nearly 6,000,000,000 bushels of grain and the product of the 64,000,000 hogs of the country yearly produced, nearly all is owned by the speculator as the year passes from the time of production to another crop. Without him there could be no great market. He alone keeps it from being the business of a few very financially strong concerns.

He is much misunderstood and much abused.

Whether he enters the market to avail himself of its opportunity or enters it to pervert its functions to a sporting use matters not in the service he renders in freeing merchants from carrying the risk.

If the sheep and the goats could be separated, it

would be well, but who is to judge competency and incompetency?

THE BOARD OF TRADE IS INDISPENSABLE

The Chicago Board of Trade is the one market place where transactions can be made in any quantity of any of the commodities dealt in under its rules or where they can be bought or sold at any time at a small fractional difference of price.

A large part of all the time contracts entered into in other markets are hedged there.

The arbitrage business is a large business at all times; it is a market of such importance that its quotations influence, if indeed, do not practically fix basic prices everywhere the world around.

To the grain producers, dealers and packers it is indispensable.

It is the only place where the trade at all times can make time contracts in or sell for cash any quantity of soil or packing house products.

It is a world's market, and the value of its relation to the marketing of soil products cannot easily be comprehended nor overestimated.

EQUIPMENT VS. PERSONALITY

We heard a noted speaker recently make the statement that the success of Americans in manufacturing and business was largely due to their willingness to scrap old machines and old ideas if better



THE 48-YEAR-OLD ELEVATOR OF THE SMITH-HIPPEN COMPANY

ones could be found to replace them. We will not quarrel with the general truth of the remark, but will merely point out one of the exceptions which, perhaps, proves the rule. The grain and commission firm of Smith-Hippen Company of Manito, Ill., is using today the 16,000-bushel elevator which was built in 1868 and through which is handled about 200,000 bushels of grain a year.

There are two old-fashioned platform dumps, three sinks, and seven bins. When the house was first built there were no dumps and the grain was scooped into bins from the driveway and then elevated into the bins above. About 1870 the dumps were built, which made the house a very convenient one for that time. Horse power was first used, then steam and now gasoline.

While the equipment in the main is old and antiquated, the business management has kept abreast of the times and bears no relation to the physical properties. And then, too, it must be remembered that in the management of an elevator, more than in almost any other business, the personal equation is a great factor. A firm which can get right and keep right with its patrons is the one that forges ahead. Equipment is a secondary consideration in such cases, although it may be of first importance if the personality is lacking. New spirit with old equipment will win against any business where equipment alone is new.

HOW ENGLAND VIEWS AMERICAN GRAIN GRADES

The position of the foreign buyer of American wheat has held considerable attention in the various discussions of the Grain Grades Act. Exporters have contended that our export grades as fixed at the ports have proven satisfactory abroad, and that any change in nomenclature would provoke confusion in the minds of foreign buyers and reduce the export business. This position is untenable, as is shown by the remarks of the re-elected president of the National Association of British and Irish Millers, Oswald Robinson, and the new vice-president, A. E. Humphries, at the meeting of April 12. The standing of Mr. Robinson is shown from the fact that, in order to re-elect him to his office at this critical time, the membership willingly amended the constitution of the Association. The report of these remarks is taken from *Milling* of Liverpool, as follows:

The Grading of American Wheat.

The chairman remarked the only general business which, as far as he was aware, was now before the meeting was concerned with the grading of American wheat, a matter to which he had already referred. That was a question with which Mr. A. E. Humphries had specially identified himself during his own year of office and subsequently. It was an important question, and before he went further he would like to

explain that although both the United States and Canada dealt in graded wheat, there was yet this essential distinction between the two countries, inasmuch as in Canada the Government itself set up a standard to which wheat had to conform, and if in a given season the wheat did not come up to that standard, if for example, there was no wheat good enough from a given crop to grade as No. 1, it would be graded as No. 2, or in any standard to which it happened to conform. But in the United States there was no such system, and the almost necessary result was this, that wheat from a bad crop could grade as No. 1 in a given season, though in the previous season it could only have been graded as No. 2, or perhaps below that standard. Mr. A. E. Humphries, as he had already remarked, had had this matter in hand some time ago, and was thoroughly conversant with all its details and ramifications. Mr. Humphries had also been present at the interview which a Committee of the Council had recently had on this subject with the American Ambassador, when the delegates of the Association had had a very good reception, and their written communication on the subject had been passed on to the other side of the Atlantic, to be brought before the competent authorities at Washington. He would ask Mr. Humphries to place the meeting in possession of the latest phase of the question as far as it was known to him.

Mr. A. E. Humphries stated that he was glad to believe that the American Government had a clear view of the anomalies which were inseparable from the system, or rather lack of system of American grading, and were desirous of putting an end to the scandals which were bound to arise, from time to time, as long as no fixed standard existed. He had in his hand a letter from the United States Secretary of Agriculture

to the Secretary of State, from which he would take leave to read the following passage:

The memorandum of the London Corn Trade Association throughout, but particularly on page three, embodies the recommendation that there should be fixed grades which should not be changed, variation in quality being taken care of from year to year by changes in price, and that there should be proper grading rules, which also should not be changed during the pendency of contracts. This department approves of those principles. In the event of the passage of the Grain Grades Bill, such results would be accomplished.

The speaker observed that it was a source of satisfaction to know that the authorities at Washington fully recognized the desirability of establishing a national and uniform standard of grading, which was what was understood by Federal Grading. The Grain Grades Bill, if passed, would, in conjunction with a Bill known as the Warehouse Bill, bring about just that system of Federal Grading that ought to put the grading of wheat in the United States on a satisfactory basis. When he had had to deal with this question some years ago on behalf of the Association, he and those who were associated with him were strongly in favor of putting an end to the so-called finality of the certificate. But they had since come to the conclusion that to get rid of finality would be impossible, whereas there was a practicable solution of the difficulty in the principle of Federal Grading, if it were properly carried out. Under the Warehouse Bill, which, equally with the Grain Grading Bill, was supported by the Federal Cabinet, it was laid down that wheat and other agricultural products should be graded in accordance with rules to be fixed by the Federal Government. It was sincerely to be hoped that the Bills in question would pass, and it was something to know that the Federal authorities were quite aware of the importance of the principle for which the Association had striven, from the point of view of the credit of American agriculture. He might mention that whereas it was proposed under a Federal basis to change standards at 60 days' notice, it had been strongly urged on behalf of the National Association that no such change should be made unless at least four months' notice was given, seeing that in normal times contracts for the sale of wheat might be made three, four or five months ahead. It was obvious that the end of this question had not yet been reached, but he was glad to have been able to report decided progress. (Hear, hear.)

"THE ENDLESS BELT ROUTE"

In practically every trade and industry the subject of "increased efficiency" is receiving more and more attention. The leading men in all lines are studying the details of their business with a view to increasing output and lowering costs by getting the maximum results from employees and machines.

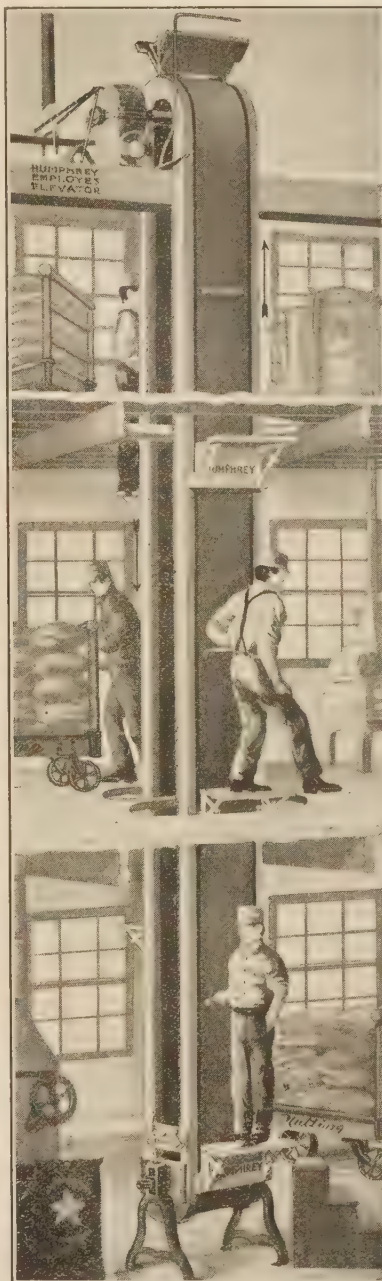
The tendency is not, however, to crowd men and equipment to the breaking point, but rather conserve the energy of both by cutting out lost and unnecessary motion. One of the first things an executive learns when he begins to study the problem of increased efficiency is the fact that anything which tends to increase the comfort and convenience of the worker results in an improvement in both the quality and quantity of work performed. Fresh air, an abundance of light and other essentials to ideal working conditions have been found to pay big dividends in the form of a larger output per capita and a more perfect product, and few proprietors who have adopted the newer ideas would be willing to return to the old order of things.

The elevator and milling businesses have long been a step in advance of other industries in this respect, since the modern elevator or mill is practically automatic in its operation. There still are some duties in connection with the running of either which are an unnecessary tax on the vitality and strength of the operatives. Chief among these is the constant running up and down stairs to superintend and care for the operation of machinery spread over a number of floors. Fortunately, however, it now is possible to so equip a plant as to entirely do away with the irksomeness and fatigue of stair-climbing.

"The Endless Belt Route" is the term applied by the manufacturers to the "Humphrey Employees' Elevator," a continuous power driven man-lift, which has come to be regarded by elevator and mill owners and operatives alike as one of the greatest labor saving and efficiency devices known to the respective industries.

Like many other successful mechanical devices this elevator is simple in the extreme, and through years of study and practical working in hundreds of the best storage and milling plants of the world has been perfected to an extent that leaves nothing to be desired.

It consists of a wide endless belt running over heavy pulleys from the bottom to the top of the plant. At proper intervals on this belt are fastened steps which are made to travel in guides up one side and down the other of a substantial framework. The steps are of a proper size to carry a man and handles are provided at convenient places above



HUMPHREY EMPLOYEES' ELEVATOR

these steps for the purpose of furnishing additional support.

The machine is run continuously at a moderate rate of speed while the plant is in operation, and those whose duties require them to travel from floor to floor can step on and off the elevator steps with convenience and safety. One side is used for ascending and the other for descending, and any number of men that are likely to wish to go up or down at the same time can be accommodated without interference or confusion.

The equipment is equivalent to a series of elevators passing the different floors in both directions at prescribed intervals, the frequency of these intervals being determined by the distance apart of the steps on the belt and the speed at which it is run. The usual distance between steps is about 20 feet and at a moderate rate of speed practically no time is wasted in waiting for the elevator to come along.

The machine is driven at the top by a worm and gear, which is a safeguard against the elevator racing or running ahead or backward in case of an accident to the driving mechanism. The worm driving gear is completely encased in a metal housing and runs in a bath of lubricating oil.

The elevator can be stopped or started from any point or up or down the machine by pulling a rope and an additional safeguard against accident is afforded, without extra charge, on all new machines leaving the factory, in the form of a patent positive lock-stop device operated in connection with the belt shifting device.

Very little power is required to drive the elevator and it requires no attention beyond occasional lubrication of the moving parts. It can be installed by any millwright or man accustomed to setting up machinery, as full instructions are sent with each machine for providing holes in the floors and making the installation.

Obvious among the many points of advantage and economy of this unique piece of equipment are: The fact that the time, energy and spirits of the man are greatly conserved—contributing to the most efficient superintendence and operation of machinery throughout the plant, due to the frequent and easy access of foremen and workmen to the different floors. Also by one man being able to divide his time over several floors the necessity for additional help is invariably avoided, effecting a material saving in operating expense.

Incidentally, but of great moment to the business, is the fact that the more frequent reporting of men on the different floors is a strong safeguard against the occurrence of fires. Insurance companies recognize the importance and value of the service and make an allowance for it in making up the rate on each individual risk.

The machine is made in two styles—a standard wood and iron construction for all ordinary installations, and an all-metal construction for fireproof buildings. The Nutting Truck Company, Faribault, Minn., sole manufacturers of the Humphrey device, has issued an interesting folder describing the machine and its advantages in detail, together with dimensions, etc. A copy will be sent to anyone interested upon request.

GRAIN AND POLITICS

When any industry gets mixed up in politics, public statements of its affairs have to be taken with so much reservation that in effect the whole value of the statement is lost. We have plenty of examples in this country, but a very obvious case in point is the grain trade of Western Canada. The grain provinces of the Dominion are "agin the government." They want wheat put on the free list so as to take advantage of the reciprocity clause of our tariff law, which would permit Canadian wheat to enter this country free of duty. The party in power at present in Ottawa does not want reciprocity with this country, so that the grain growers of Canada will unite against the government at the next election, unless as a campaign measure in the eleventh hour free wheat should be allowed. In addition to the tariff difference, grain shippers hold that the freight difficulty has been bungled badly.

The co-operative grain companies of the three Canadian wheat provinces, Manitoba, Saskatchewan and Alberta, are now joined together and make a political as well as a commercial factor of great importance. The united companies wield a great influence in their territories, which, of course, is reflected in the newspaper accounts of their affairs. There were vast amounts of grain left in the open in huge piles through the winter on account of inadequate storage facilities and lack of cars to carry it away. When the grain was "stored" in this manner, experts declared that it would suffer but little from the weather, but now stories are being heard from all parts of the three provinces that great quantities of the grain are rotting on the ground. How much of this is politics and how much truth remains to be seen. Probably considerable damage has been done, but since the stories have political influence the natural tendency is to discount them.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, MAY 15, 1916.

Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

CROP REPORT

MAY crop report brought few surprises, and the lateness of the season makes it of less value than is usually the case. Winter wheat shows prospect for 499,280,000 bushels, which is 194,000,000 less than May estimation last year and 156,000,000 less than harvest returns. The greatest losses are in Illinois, Indiana, Ohio and Missouri. The condition is 82.4, as against 92.9 last May. The reduction in acreage by winter killing was 4,236,000 or 11.4 per cent, and 7,433,000 or 18 per cent from that harvested last fall. The present acreage is estimated at 32,020,000. In Texas 33 per cent of the acreage was abandoned because of green bug and winter killing. Kansas prospects of 111,000,000 bushels are the best of any state, or 5,000,000 bushels more than the May estimate last year.

AN ASSOCIATION CREDIT BUREAU

WHEN Secretary Smiley, of the Kansas Grain Dealers' Association, was reviewing his records for the year, preparatory to making out his annual report, he evidently came upon a number of complaints from shippers to the effect that certain customers were not altogether desirable to do business with. This led to the suggestion in his report that the Association start a Credit Bureau or a Department of Information for the benefit of its members. It is not to be wondered at that the suggestion was made without a great deal of enthusiasm, but rather from a sense of duty, for the labor involved in such an undertaking would undoubtedly be great. However, many trade associations have organized credit bureaus of the greatest value to the

membership and there seems no reason why it should not be an equal success in a grain association. A number of the grain exchanges have sources of credit information, some carrying a department as a part of the exchange organization and others having an independent concern conduct the business. However it is done it proves its worth, and having been done before can be done again. It is a great opportunity for the Kansas Association to lead the others in a field which is constantly growing in importance.

PHOTOGRAPH YOUR ROAD

THE National Highway Association of Washington, D. C., has just opened a road photograph contest which is open to everybody and with prizes of \$2,600. The first prize of \$500 will go for the most striking picture of a good or a bad road. There will be 165 other cash prizes; five of \$100 each; 20 of \$25 each; 40 of \$15; and 100 of \$5. The competition closes November 7, 1916, and entries may be sent in at any time. The judges will be Theodore Roosevelt, Ida Tarbell and Mark Sullivan. The contest is known as the Du Pont-Davis Road Photograph Contest.

Now a great many people who are not photographers will hear of this contest. They will not be interested in the prizes, but it will undoubtedly open their eyes to many bad or good stretches of road which they had passed before without thinking. It will remind them of the fact that to haul one ton for one mile over an ordinary country road costs 25 cents, while the cost on a hard surface is only 10.7 cents. It is as easy to haul 7,000 pounds on a good road as it is to haul 3,000 pounds on an ordinary road or, putting it another way, a farm seven miles from town on a good road is worth as much as one three miles away on a poor road. A hard surface road is in service 365 days in the year, the ordinary road is impassable in wet weather. If these facts are remembered every time a poor road is traveled, the result would be greater activity in road building all along the line.

COUNTY AGENTS AS CO-OPERATIVE ORGANIZERS

SECRETARY of Agriculture D. F. Houston, in a recent letter to the New York Feed Dealers' Association, outlined the duties of county agents appointed by the Government to oversee agricultural development. Among these duties Mr. Houston mentions the following:

The Department considers it a legitimate function of the county agents to aid farmers in organizing associations for the co-operative purchase of farm commodities. The agent is expected to assist in an advisory way such associations in purchasing farm supplies upon the best possible terms.

Now this very thing has been denied as a "legitimate function" by Purdue and, we believe, by other agricultural colleges interested in the county agent scheme. On the strength of this former assurance we have strongly advocated the co-operation of the grain trade in placing county agents in their localities. But the pronouncement from the Department of Agriculture puts a rather different aspect on the subject. The Crop Improvement Committee of

the Council of Grain Exchanges has strongly advocated an agent in every county and has appealed to the grain trade for its assistance. This seems hardly fair if these agents are to be used to organize co-operative associations among the farmers.

To be sure, Secretary Houston only mentions buying co-operatively, but buying is always secondary with the associations; their first and main function is organized selling in competition with independent grain or produce dealers. This competition has had the effect of putting many dealers out of business; it seems then hardly consistent that the dealers should be asked to twist the rope for their own hanging. This, in effect, is what it amounts to. The desirability or efficiency of co-operative societies or their undesirability is not brought into the question. The point under discussion concerns merely the point of asking grain dealers to assist in this digging of their own graves.

But co-operative buying has, in itself, a grave problem. It has in it many of the features involved in the big catalog house problem as viewed by country merchants, although it is not entirely parallel. But under the efficiently organized co-operative buying system what becomes of the feed dealer, the implement dealer, the coal and lumber merchant, the dealer in flour and staple groceries? And without these representative dealers what becomes of the country town? It would resolve into a single warehouse like a Hudson Bay Company post. And without the towns what becomes of farm values? There are many sides to consider other than that of the grain dealer. It would be interesting to have an authoritative statement from the Crop Improvement Committee on the subject.

FEDERAL GRADES ASSURED

AS WE predicted last month, the Grain Grades Act has been incorporated as part of the Agricultural Appropriation Bill and has passed the House. No serious difficulties are anticipated in the Senate as that body registered its feeling in the matter when it overwhelmingly defeated the McCumber Bill in the last session. It has never voted on the Grain Grades Act, as the measure passed the House too late last year to find a place on the crowded Senate calendar, but except for such extremists as McCumber and Gronna the upper chamber seems pretty well informed as to the needs of the trade and is ready to accept the provisions of the Grain Grades Act. It is, then, not an extravagant prediction to assert that the Grain Grades Act will this year become law, and further that tentative wheat grades will be put before the trade for discussion. This may even be done in time for the National Association meeting at Baltimore in September, in which case the subject will occupy an important part of the program.

There is a possibility also that wheat and oat grades will be permanently fixed before the movement of the next crop as the Department of Agriculture has had many requests for immediate action. While tentative grades of corn were discussed by the trade for more than a year before they were officially determined, it will be remembered that the Department did

not change their original plans in any important particular. Probably wheat and oats grades likewise would not be materially changed, but the discussion served to make the trade thoroughly familiar with the new grades in corn and would with the other grains, and would discount in advance any effect that the changes would bring about.

WHAT IS THE MATTER WITH THE HAY TRADE

IN A recent circular, J. Vining Taylor, secretary of the National Hay Association, calls attention with regret to the fact that seven firms have been suspended for violation of the arbitration and investigation rules. It is conceded that the present year has been a most difficult one in the hay trade as it has been in that of grain, but the hay grades are almost as definite, the trade rules just as fair and the arbitration rules as just as those which govern grain dealers, and yet the latter have no such record as this regrettable one to which Mr. Taylor calls attention.

If we were asked to name the greatest accomplishment that is brought about by trade association, we would unhesitatingly name "arbitration." In it the ideal spirit of association is made an actuality, and just so far as arbitration decisions are accepted without protest, so far and no farther has the association made itself a real factor in the life of its particular trade. Where real sincerity governs the formation of an association there springs up an *esprit de corps* which will not brook disobedience to its laws, and members consider their loss of standing in the organization as a very serious thing indeed. And on the other hand where lawlessness can be regarded so lightly, it immediately brings suspicion on the efficacy of the association, or at least upon the co-operative spirit of its members.

SERVICE AND STANDARDIZATION

OF ALL the good work our agricultural experiment stations, schools, and other agencies are doing to improve the yield and quality of grain crops, the thing that stands out with particular prominence, both from the farmer's and the grain dealer's point of view, is the effort toward standardization, the selection of certain varieties of grain for every locality and a restriction of seed planting to those varieties. From the miller's standpoint, a pure strain of a single variety of good wheat is worth a considerable premium over mixed wheats of the same grade. It is easier to handle in the mill and produces a large yield of flour, and the miller is always willing to pay for these advantages. Unmixed corn for milling purposes has the same advantages and commands a premium, reflected in part, but not wholly, in the official grades. Other grains are in the same case and the elevator manager who fails to recognize the fact and promote standardization in his territory is in the industrial stage coach, sneezing at the dust of passing trains. The spineless dealer protests that he has not time to bother with these outside interests which affect him only indirectly, but as a matter of fact he cannot afford not to take an interest.

Competition among country shippers is keen. The routine services at most elevators is the same and it is the plant that gives additional service which continues to enlarge its influence and its business. The extra service may not appear when the grain is being handled in the elevator, but it does not take the farmers long to discover the man who is always awake to their interests and willing to extend himself in community betterment. This is the service that counts and grain standardization is an excellent field to develop it.

REPUBLICAN, NOT A DEMOCRAT

THAT this journal is not in politics, that it is in fact a long way out, was demonstrated in our last issue when we made the embarrassing mistake of ranking Frank L. Smith among the leading Democratic aspirants for the governorship of this state. Now Mr. Smith is a Republican, but all we said about him is perfectly true. He is a good man and the grain trade likes to know who the good men are regardless of political allegiance. Perhaps our mistake will lead some of our Democratic friends to remember the personality and forget the party. This hope is our apology.

SOCIALIZING THE GRAIN BUSINESS

IN THE countries at war the application of socialistic principles to various businesses affecting the conduct of the war has given rise to a great deal of uncertainty and speculation as to what the future may bring forth. In England, France, Germany, Austria, and to a large extent in the other countries, munitions plants have been taken over by the governments and become functions of the state. Primarily the course was resorted to in order that the utmost efficiency of production could be obtained, but in England, at least, another factor was present in the act. Labor shortage and necessity for longer hours brought a labor crisis of serious proportions. Government perils made it necessary that the trade union laws in respect to hours of labor, employment of women, etc., be disregarded. After conference between labor leaders and the Government, the unions agreed to forego all their hard won privileges if the Government would take over the munitions plants and apply the excessive profits to the liquidation of the war debt. This was one of the chief considerations leading to the Government control of industries, and the socialistic principle involved, in addition to the national need, must not be overlooked.

Most of the Governments abroad have entered the grain business on a more or less monopolistic scale. This has been due to two causes: First, the national need of insuring a food supply; second, because the chaotic freight situation, exorbitant rates, and the tremendous risk of loss put the importation of grain beyond the ability of private individuals to handle. As Julius Barnes said before the Council of Grain Exchanges:

The chances of gains or losses of such magnitude make the business too hazardous; and the effect of this is shown in the steadily developing system of handling grain by foreign governments and of limiting the exporter's business to putting it on

board steamers which must be furnished by the governments themselves and paid for in America. The business has gotten beyond the ability of individual exporters to provide the food requirements of nations at war.

In the central nations the problem is one of conserving existing supply rather than importation, so that the conditions are somewhat different. In the importing countries and in Canada insurance of supply was the main consideration rather than price control, the effect having generally been to raise prices where it was not wholly negative.

It is easy to understand the socialization of the grain business in Europe under the extraordinary conditions growing out of the war although it is not easy to predict the ultimate outcome, but the present attempt to socialize the business in this country, under wholly different conditions and with different motives, is a horse of quite another color. Such an attempt is being made by the National Farmers' Association, organized at Kansas City on February 21. At this meeting there were delegates from several states, and they were very much in earnest as to what they proposed to do. Among several resolutions passed was the following:

Resolved, That we ask for the establishment of a marketing system by the Federal Government that shall be free from trusts and combinations that are in the control of our present system, and which is dominated by speculation, gambling and manipulation, causing violent fluctuations in the price of products that are detrimental to both producer and consumer. The present system is discouraging the pursuit of farming by making it unremunerative and at the same time producing conditions that are oppressive to the consumers. The present system of gambling, commonly known as dealing in "futures," which means in practice the buying and selling of phantom or imaginary food products, is one of the chief causes that has brought about the present conditions which demand relief and may well be designated as one of the great modern crimes perpetrated by a few pirates of commerce to the detriment of humanity.

They further proposed that the Government should guarantee and maintain a fixed price for farm products large enough to insure a profit to the farmer, the guaranteed price of wheat, for instance, being fixed at \$1 per bushel. This feature is populist rather than socialistic, and the Government or anyone else who attempted it would soon find that the two would not mix. We have no doubt but that the National Farmers are sincere in their belief that the world owes them fair return for their labor, irrespective of the farming methods employed, or the amount produced, but they make out a poor case for themselves, for their proposal is entirely selfish and without any economic basis of support. The price of a commodity entering international competition cannot be fixed by other than economic considerations, and to try to do so would be to establish a subsidy. Farmers have generally been opposed to subsidies of any kind when issued under that name. The name rather than the principle seems to be the thing they dislike, especially when they are to profit by it. The whole scheme is fundamentally wrong. The strange part of it is that the agricultural press are as timid about enlightening their readers as to the real function of future trading and the benefit to the farmer which it brings.

EDITORIAL MENTION

A dirty house is an unprofitable risk.

War upsets markets as it does everything else. Play safe.

Navigation on the lakes opened early for the biggest year in its history.

Contracts depending on cars for fulfillment this year will be dangerous.

Routine without efficiency is wasteful, but there is no such thing as efficiency without routine.

An honest market should make it as easy as possible to fulfill contracts. Corners have no place in modern merchandising.

The elevator head causes many night fires, listed as "cause unknown." Examine it the last thing before closing up. Get the habit.

Peoria as a corn market is traveling in fast company. In March it was second to Chicago, leading Kansas City in receipts by over 200,000 bushels.

Be consistent. If you want to play the game fairly there is every reason to believe that your competitor does also. Get him into your association and you will find him a good fellow.

A crowded program spoiled the fireworks display at the Illinois convention when the terminal markets were under discussion. Some shippers were loaded, but there was no time to shoot.

Rather than face the prosecution for selling grain for feeding purposes in Hamburg, Germany, Heinrich Lange, a miller of Hamburg, with large interests in this country committed suicide.

Don't get the idea that the railroads are always wrong. There are many bum scales at country stations and many careless weighers. Be perfectly sure that yours are without fault before you complain.

The only possible way to get justice from the railroads is to work together in all things. What chance has a single shipper against the united railways with their unlimited resources? File every claim, good and bad alike, with your association claims bureau.

There has been much talk of bulk grain handling and elevator construction in the Pacific Northwest. The sack shortage and attendant high prices have brought it about. It is to be hoped that there will be more than talk, although the trade habits of years are not easy to change.

Rice has always been handled in sacks. It would seem almost sacrilegious to suggest any other method. Yet the high price of jute and other bag material has started considerable talk in the South and West relative to handling rice in bulk by the elevator system. As the gov-

ernor of North Carolina said to the governor of South Carolina, or was it Shakespeare, or Solomon: "The world do move."

War orders for alfalfa from Great Britain and the Continent were the result of exports of large numbers of horses and mules from American alfalfa consuming markets. When alfalfa once finds a market it usually stays there so that the prospects for permanent foreign trade in this important crop are excellent.

Kansas railroads, following the lead of those of Oklahoma, where such excellent results are being shown, have taken up the inspection of elevator track and hopper scales. There can be no quibble about weights on a railroad-inspected scale and the innovation should have the active support and co-operation of every shipper.

The State Board of Railroad Commissioners of North Dakota have recently agitated the question of establishing state grades of grain. As Government grades will probably be established on wheat and oats, in addition to the corn grades, within the next year, the subject of state grades appears untimely to say the least.

In spite of warnings sent broadcast and repeated many times, there are plenty of farmers who have done their planting without testing a single seed. In some cases they are planting heavier than usual to take care of the expected failure to germinate, but this is a poor substitute for seed testing and the results are at best a gamble.

Corn and cotton constitute a large and important part of the war supplies sent from this country. Food and clothing are largely dependent on them, for where would the beef and pork and butter and milk come from without corn? Cottonseed oil goes into nitroglycerine, and starch, cornmeal and alcohol furnish material for other high explosives.

Reports of famine from Russia seem incongruous since that country produces an annual surplus of foodstuffs, but recent bulletins point to a serious food crisis in some parts of the empire. Lack of transportation facilities is, of course, the main cause, and labor shortage has had serious effects on the grain production. But the greatest shortage is in meat.

The late Henry Wallace, in the last public address he made before he died, said that "Co-operation is applied Christianity." We have yet to see evidence that co-operative societies, as at present constituted, are any more unselfish or essentially Christian than private business—which is not at all. The selfish unit is a little larger, that is the only difference.

In a recent letter from Dr. E. E. Pratt, chief of the Bureau of Foreign and Domestic Commerce, to Congressman J. W. Alexander, ocean rates on a great many commodities were cited. In January, 1914, the rate on grain from New York and Boston to Liverpool was 4.1 cents per bushel. In January, 1915, the rate from New York to Liverpool was 18.3 cents and from Boston to Liverpool 13.2 to 15.2 cents. January, 1916, rates rose to 40.6 cents per bushel from New York and 34.5 to 36.5 from

Boston to Liverpool. From New Orleans to Glasgow grain rates, January, 1916, were 54.8 cents per bushel. During the two years grain rates from Seattle to Hongkong raised only slightly.

Preparations are already under way for the corn and grain show to be held in Bloomington in October. The corn palace last year was the most elaborate of its kind ever built in the Mississippi Valley and the plans now in formation provide for a show next fall in every way larger and finer than the last. Certainly the corn show of Illinois should be second to none.

Alfalfa is a product new enough in general farm cultivation to be the subject of considerable experimentation as regards methods of curing. Dr. J. B. Brady of El Paso, N. M., has found that on his farm alfalfa cures better if raked into stacks at once instead of allowing to wilt on the ground. Other ranchmen are following his lead and it remains to be seen how far the advantages of this process are determined by local conditions.

Every day new evidence appears that Dr. E. F. Ladd, president of the North Dakota Agricultural College, has caused a peck of trouble by his published statement that millers could make more money by milling no grade wheat than they could with No. 2 Northern or spring wheat. His results were obtained on a small experimental mill and his flour did not compete commercially with the qualities milled from the high grade wheat. And yet his statement is accepted in the Northwest without reservation, with the result that farmers and shippers are led to believe that rejected wheat should be worth nearly as much as No. 2. The utter foolishness of this conclusion is obvious to all practical millers.

STANDARDIZING HAY INSPECTION

VARIETY may be the spice of life, but when it is applied to hay inspection it becomes vinegar and aloes. For the last two years Secretary Taylor of the National Hay Association has been endeavoring to standardize hay inspection by bringing together hay samples and hay inspectors from all parts of the country, so that they might have opportunity of comparing methods and grades. So far the principal result of these meetings has been to establish the fact that, while there is considerable variation in grading, most of the markets have similar standards in all but a few grades, the Eastern markets and particularly Baltimore, grading more strictly than the Western. This year a more determined effort will be made to standardize inspection. Secretary Taylor has invited the chief inspector in every hay market to send typical samples of hay from his market to Cedar Point, Ohio, for the convention on July 11-13. These samples will be graded and marked, so that when they are all together close comparisons can be made. There will be a meeting of inspectors there at the same time and it is hoped that permanent good will follow. This exhibition of graded hay will be of inestimable benefit to the dealers present and should result in bringing out the largest number ever in attendance at a hay convention.

J. P. GRIFFIN
Chicago.

NEWS OF THE TERMINAL MARKETS

D. D. HALL
Peoria

MEMBERSHIP SELLS AT RECORD PRICE

Memberships in the Minneapolis Chamber of Commerce of Minneapolis, Minn., have been selling around \$4,200, the highest price paid in 10 years.

INCREASED EXPORTS

The total exports of wheat from Baltimore, Md., from January 1 to April 30 aggregated 16,232,994 bushels, as compared with 9,013,188 bushels for the same period last year. Exports of barley were 4,050,759 bushels, compared with 1,278,128 bushels for the first four months of last year.

INCREASED STORAGE AT MILWAUKEE

The completion of the new Chicago & Northwestern Railway Elevator at Milwaukee, Wis., this summer will give the city of Milwaukee a grain storage capacity of approximately 16,000,000 bushels. This compares with 25,000,000 at Chicago and 20,000,000 at Duluth, Minn.

BALTIMORE PROTESTS

The Baltimore Chamber of Commerce has filed, through counsel, a protest with the Interstate Commerce Commission, against the increased storage charges on export grain at Baltimore. As a result the proposed increase was suspended until August 29 to permit an investigation by the Commission as to their propriety.

MAY ALWAYS SMILES ON CROP KILLERS

May is generally the hardest month on winter wheat. Condition always lower June first than May first. Will May live up to its reputation this year? Condition last May only declined 3.2 points. Two years ago 8.4. Condition often gains during June, but almost always declines from May first to July first. Largest May losses usually occur in the Southwest. Drought and hot winds are the chief trouble. Kansas usually suffers most. Past 10 years May loss in condition there averaged 10 points, Oklahoma 10, Missouri 7, Nebraska 5. Decline last year in Kansas was 12 points.—From C. A. King & Co., Toledo, Letter of May 10.

A BOARD OF TRADE AT ATCHISON

The Atchison Board of Trade of Atchison, Kan., was formally opened on May 8 in the Atchison Savings Bank Building. The new Board is largely the result of efforts of W. S. Washer of S. R. Washer Grain Company, who is president of the organization, while Edwin Lukens is secretary. It is announced that grain will be handled under Kansas state inspection and that the trade rules of the Grain Dealers' National Association will govern unless otherwise provided in special contract. Almost all the grain dealers of Atchison are members of the new Board.

MARKET TEMPORARILY INACTIVE

Crop news on wheat, in general very unfavorable, foreign news somewhat bullish, and while no export sales were reported, the inquiry from that source is rather encouraging. Market for the present is largely a weather proposition, purchases on the soft spots for a long pull should prove profitable.

Rains have stopped corn planting in some districts, but a majority of the reports indicate acreage will be enormous. Materially higher prices are not anticipated until the after-planting run is over.

Recent rains were beneficial to the oats crop. Clearances are expected to be rather heavy for a while. Cash demand fairly good, country offer-

ings moderate. Temporarily, present prices may be maintained but on any bulge believe profitable sales can be made.—James E. Bennett & Co., Chicago, May 14.

THE MAN BEHIND A BIG BUSINESS

It might be considered a matter worthy the serious consideration of doctors of laws, in weighty counsel, whether it is best for the manager of a big business to lead from the front or get behind and shove. Probably there are excellent arguments on both sides of the question. We are reminded of the story how, in a large establishment, from the office boy to the head bookkeeper each was asked, and claimed for himself, the merit of causing the success of the business. When the "old man" himself was asked the reason of his business prosperity he said he always laid it to a wise Providence



E. W. WAGNER

which watches over fools. This has nothing to do with the present story excepting to prove the negative of a proposition by asserting the fallacy of the affirmative.

There was established in Chicago in 1887 a business, not so very large, but which had a leader with ideals. One of these ideals was to eliminate chance from a business which ordinarily was subject to the operation of chance as one of its principal factors. The "Siegfried," who was to slay the mighty dragon Chance was "information," wielding the good sword "judgment" and the scene of the combat was the Valley of Statistics bordering on the Plains of Opportunity. Although the dragon was never wholly overcome yet his monstrous scaly sides were so indented, his claws so pruned and horrible head so mutilated as to be put at times entirely *hors de combat*. The man with this ideal was E. W. Wagner, head of the firm of E. W. Wagner & Co., of Chicago, with principal office in the Continental & Commercial National Bank Building and branch offices in various principal cities.

On April 14, 1916, after a successful career of 29 years Mr. Wagner was elected a member of the New York Stock Exchange. He was born in Chicago, September 2, 1864, being the son of Dr. William and Matilda Brentano Wagner. His father was the surgeon of the famous 24th Illinois Infantry in 1861 and wrote a history of his comrades which was re-

printed in 1911. Mr. Wagner was married on January 7, 1901, to Anna, daughter of Harry Rubens, lawyer. As a result of the union there is one daughter, Wilhelmina. Mr. Wagner is a member of the New York Stock Exchange, the Chicago Board of Trade, Chicago Stock Exchange, Milwaukee Board of Trade, St. Louis Board of Trade and the Minneapolis Chamber of Commerce. He served as director of the Chicago Board of Trade from 1903 to 1906. He is a member of the Chicago Athletic and Germania Mannerchor Clubs and resides at 125 East Walton Place, Chicago.

E. W. Wagner has always been, and remains, the active, dominant leader in the business. The concern has gradually grown to a point where the house is recognized as one of the largest in the West. Its policies are governed by a stern desire to issue reliable crop digests and statistical information.

The Wagner Letter is said to have the largest circulation of any specialized grain literature and is sent, by request, to some of the most prominent grain exporters and economic writers in the United States. Mr. Wagner has on several occasions attracted great attention by reason of several remarkable grain forecasts and occupies a peculiar position in the grain trade, being extremely popular in all sections of the grain belts.

A WHEAT VIEW

The grain year 1916-17 offers problems and possibilities in wheat requiring careful consideration, a good deal of foresight and considerable imagination. We enter the year with a very large carry-over on this continent and believe that there are ample reserves across the water, but we are facing not only in comparison with a very large crop of last year, but based upon a general average, a moderate new supply and that dependent upon very desirable weather conditions to bring even a moderate promise to a moderate fulfillment.

It would, therefore, seem quite correct to deduct that a continuation of this conflict through this year could not help but materially enhance the current values existing for grain, but there is one very important consideration which must not be overlooked, and that is the possibility of the war not lasting, at least beyond this year, and above the dollar mark quite an important price concession could be exacted if steps should be taken to effect this much longed for and desired peace.

Relative to the new crop promise on this continent, there seems but little question that there has been a considerable loss in the acreage of soft winter wheat and about the average amount of uncertainty in regard to the hard winter variety. Therefore, new supply certainly comparatively, and quite possibly actually, will be light, and the continuity of the conflict in Europe would create a sensational speculative basis for advancing such values as are current now.

Possibly never before in the history of the grain trade has the position of grain values in the United States become so international as at present, and consequently the investor in the grain markets will require to take a much broader view than he has been called upon to do in the past.

In our opinion the immediate future offers distinct advantages for profit to the buyer of wheat. Later on, at a higher level, which will undoubtedly prevail, it will be time enough to consider the proximity of peace and its depressing effect upon values, but for the time being the advantage rests largely

in facts and contingencies to the buying side of the market.—Special letter of MacKenzie & Day, Chicago, May 12

ELECTION AT NASHVILLE

At the annual meeting of the Nashville Grain Exchange, held the latter part of April, E. M. Kelly was re-elected president; F. E. Gillett, first vice-president; Samuel Polk, second vice-president; Charles D. Jones, W. R. Tate, Thos. Newbill, R. H. Worke, S. C. Wilkes, directors.

The directors later elected John C. Bennett to fill the position of secretary.

CORN EXCHANGE ELECTS OFFICERS

At the recent annual meeting of the Buffalo Corn Exchange the following directors were chosen for a term of three years: F. A. McLellan of the H-O Company; F. F. Henry of the Washburn-Crosby Company; H. T. Burns of the Burns Grain Company.

The directors organized and elected the following officers: F. A. McLellan, president; D. M. Irwin, vice-president; W. J. Helms, treasurer; Fred E. Pond, secretary.

WINS SUIT

The Quaker Oats Company of Chicago, Ill., has won its suit brought by the United States Government, charging it with being an illegal combination in violation of the Sherman anti-trust law. Judge Mack said that a great business built up through judicious advertising could not be termed a fraud, a trust, or be justly accused of restraining trade. The company was charged with being a monopoly through its purchase several years ago of the two plants of the Western Cereal Company, which placed it in control of nearly 90 per cent of the rolled oats business.

CHANGES IN MEMBERSHIP

Baltimore.—New members elected to membership in the Chamber of Commerce are: Vernon M. Green, Stuart Olivier, W. J. DeBuliet and L. H. Windholz. Garnett C. Ball and Michael T. Horner, deceased, have had their memberships transferred. Reported by Secretary Jas. B. Henson.

Chicago.—Memberships to the Board of Trade have been granted to the following: Carl Y. Semple, D. D. Morrison, Homer H. Palmer, Geo. E. Cathcart, David O'Connor, William Turner, Edward Morris, Jr., and Herbert T. Robson. The following have had their memberships transferred: Edgar B. Cahn, Wm. E. Stowers, E. Z. Zipperman, Martin Joyce, Jas. A. Edwards, Robt. Rintoul and G. F. Sulzberger. Reported by Secretary J. C. F. Merrill.

Kansas City.—C. W. Avery has been admitted on the transfer of W. H. McNeill and R. A. Kelley has been admitted on that of Frank Essex, deceased. Reported by Secretary E. D. Bigelow.

Memphis.—J. D. Mayes and R. O. Dawson, brokers of Memphis, have been granted memberships on the Merchants' Exchange. Reported by Secretary N. S. Graves.

THE PASSING OF GEO. H. PHILLIPS

Life is not measured in material but in spiritual things. We are led to believe that it shall not profit a man very much if he gain the whole world and lose his own soul. There are those who would do both, and who will undoubtedly clamor for a rose-hung canopy in paradise on their earthly record, but who, if we read correctly, are to be told to beat it as workers of iniquity.

George H. Phillips was a star performer in the Chicago Board of Trade corn pit for several months in the year 1900. He made seasoned operators sit up and take notice. He was a careful student of conditions and backed his information and opinion with his own and his friends' money. He was on the right side and later sent out large checks to his co-workers and supporters as their share of the profits.

But it is not always May in the speculative business. Winter surely comes, and will as surely nip the operator if it finds him in summer suit and spring overcoat. In 1902 after previous temporary

reverses in which he paid out over \$100,000 of his own money and assumed other liabilities in order that his friends might not suffer, Mr. Phillips built up another gigantic business, was unable to raise sufficient money to protect his holdings of 800,000 bushels of various "long" grains, failed for a total of \$237,000 and his books were closed.

George H. Phillips' financial success was temporary. When a crowned corn king his advice was much sought after and there were many to do him homage. Later there were few so poor to do him reverence.

In the ultimate man is measured by character, not by money. Through his successes and failures George H. Phillips will be remembered as a helpful, courteous, kindly nature, a frank and loyal spirit, and above all, a man who was constantly true to his friends. He possessed in large degree those qualities of honor which make the sum of enduring things, and therein must be seen his success. It will be in these things that he will remain in the memory of his friends; not that he made a fortune and lost it.

TERMINAL NOTES

E. S. Hudnell is now representing King, Farnum & Co., of Chicago, on the Omaha Grain Exchange.

The Seaverns Elevator Company of Chicago, Ill., has increased its capital stock from \$50,000 to \$75,000.

J. T. Duffy of Hulburd, Warren & Chandler, Chicago, was a recent visitor on the floor of a number of Eastern Exchanges.

S. D. Palmer of the J. Rosenbaum Grain Company, Chicago, Ill., was a recent visitor to the New York Produce Exchange.

It is stated that R. S. Lyon of Merrill & Lyon, and former president of the Chicago Board of Trade, is quite ill at his home in Evanston.

The Vincent Grain Company, which recently separated from the Beal-Vincent Grain Company of Omaha, Neb., has incorporated with a capital stock of \$50,000.

B. C. Moore, president of the Kansas City Board of Trade, started a week ago on a Southern trip for a rest cure for his health, which has not been very good recently.

Babcock, Rushton & Co., grain and stock firm of Chicago and New York, have moved their Chicago offices to the seventh floor of the Home Insurance Building.

Carl H. Baumann Grain Company of Milwaukee, Wis., has been incorporated with a capital stock of \$10,000 by Carl H. Baumann, F. Baumann and Charles J. Wojohn.

J. W. Weegs, recent representative at Galveston, Tex., of the Armour Grain Company of Chicago and the Neola Elevator Company of Kansas City, has returned to Chicago.

Edward McKenna of McKenna & Rodgers, grain merchants on the Chicago Board of Trade, was last month elected a trustee of the village of La Grange Park, where he resides.

A Credit Rating Bureau is to be established at the Cincinnati Chamber of Commerce by the Hay and Grain Exchange. H. M. Brouse is chairman of a committee to perfect the arrangements.

The Norris Elevator Company has been incorporated at Kansas City, Mo., by Fred C. Hoose, R. A. Kelley and E. E. Williams. Fred C. Hoose is manager of the Norris Grain Company in Kansas City.

The firm of Ralph Troy & Co., has been organized to do a general hay and grain business at Cincinnati, Ohio. The members of the firm are Ralph Gray and J. D. Dye, who have been for a long time associated with the hay and grain interests of the Cincinnati market.

The fifty-eighth annual report of the Milwaukee Chamber of Commerce has just been distributed to members by Secretary H. A. Plumb. The report is one of the most complete the Chamber of Commerce ever issued and covers fully the business of the fiscal year ending April 1. The grain inspection report showed wheat, 2,750 cars; rye, 2,889 cars;

corn, 15,422 cars; barley, 9,934 cars; oats, 13,276 cars; flaxseed, 194 cars; making a total of 44,475 cars.

Jos. P. Griffin, president of the Chicago Board of Trade, was recently the guest of honor at a banquet given at the Brevoort Hotel by the Board of Trade Club of which Louis C. Brosseau is president.

The Stevens-Scott Grain Company of Wichita, Kan., has added eight elevators, by purchase, to its line of houses. The elevators are located at Henley, Pennsboro, Utica, Crawford, Noble, Ransoms and Frederick, Kan.

The Morton Grain Company has recently taken offices in the Rorabaugh-Wiley Building at Hutchinson, Kan., making seventeen grain firms in the building with offices for the most part on the seventh and eighth floors.

The Mueller Grain Company of Peoria, Ill., one of the well known grain firms of that market, have incorporated. The capital stock is \$50,000 and the incorporators are Louis Mueller, Fred W. Mueller, Louis L. Gruss, Elizabeth C. Lynch.

Herbert T. Robson, a member of the firm of Ross T. Smythe & Co. of London and Liverpool, England, and of Paul Robson & Co. of New York City, the accredited agents of Great Britain and its allies, paid recent visits to Western terminal markets.

J. H. Shearhod, who is connected with the J. R. Harold Grain Company of Wichita, Kan., has purchased the Board of Trade membership belonging to the Keith Grain Company and will shortly engage in the grain business on his own account.

Jos. P. Griffin, president of the Chicago Board of Trade, has appointed Chas. E. Walters, H. H. Freeman and F. W. Keelin to represent the Board at the meeting of the National Hay Association which will be held at Cedar Point, Ohio, July 11, 12 and 13.

D. W. Clifton of the Nanson Commission Company of St. Louis, Mo., was elected a director of the St. Louis Hay Exchange at a recent special election, to succeed H. R. De Armond of the Russell Grain Company, who has returned to Kansas City.

The Carpenter-Meining Company has been organized at Duluth, Minn., to carry on a general brokerage business in grain and feeds. H. C. Meining, who will manage the business, was formerly sales manager for the United States Flour Mills Company of Minneapolis, Minn.

Bert A. Boyd of the Bert A. Boyd Grain Company of Indianapolis, Ind., penned a number of Spanish letters to his friends recently from Havana, Cuba, in which country he was temporarily sojourning. No, the letters were not about Spanish senoritas; they discussed Cuban crop conditions.

The directors of the Chicago Board of Trade have suspended Charles F. Glavin from the privileges of the Board. Glavin, who was formerly engaged in the grain business at Milwaukee, has failed twice and is now reported to be in business in South America, leaving a number of unsettled claims.

James A. Patten, well known Chicago grain merchant will present, when completed, to the Northwestern University at Evanston, Ill., a pair of bronze statues. They will be placed in front of the gymnasium building, which was the gift of Mr. Patten to the University, and will cost about 15,000 each. They will be symbolic of education and athletics.

The Kemper Grain Company of Kansas City, Mo., has opened an office on the Hutchinson Board of Trade occupying the rooms in the Rorabaugh-Wiley Building of the Hutchinson Grain Company which has gone out of business. The Kemper firm will be represented at Hutchinson by Walter H. Hastings, who has been the manager for the company at Wichita.

A number of changes have been made recently in the Eastern Grain, Mill & Elevator Corporation of Buffalo, N. Y. The latter part of April John J. Rammacher was elected vice-president of the company and will also continue to act as treasurer of the corporation. On May 1 Edwin T. Douglass, formerly general manager of the Western Transit

THE AMERICAN ELEVATOR AND GRAIN TRADE

Company, was elected a director of the corporation and has been appointed manager of the concrete elevator with jurisdiction over the lake grain interests of the concern.

The Union Elevator Company of Cleveland, Ohio, has announced that, on May 1, H. W. Robinson became associated with them in the capacity of vice-president and general manager and at the same time they absorbed the business of H. W. Robinson & Co. Both companies were growing concerns and we may expect further expansion under the new consolidation.

O. C. Owen & Co., well-known grain firm on the Milwaukee Chamber of Commerce, has been succeeded by Hensley & Owen. John C. Hensley has been representing E. P. Bacon & Co. of Milwaukee in Wisconsin the past few years and it is stated he will act as traveling representative for the new firm. Offices are in room 502 of the Chamber of Commerce Building.

The Bartlett, Frazier Company of Chicago, Ill., has leased the new Soo line elevator at Minneapolis, Minn., which will be completed next September. It will have a capacity of 1,250,000 bushels. The addition of this elevator gives the Chicago grain firm an elevator capacity of approximately 9,000,000 bushels. Their elevators are located at Chicago, Manitowoc and Minneapolis.

The Brooklyn Hay & Grain Company of the Borough of Brooklyn, N. Y., has been dissolved and business discontinued. There are many who will regret the retirement of this firm which has been in business very many years and had made a most honored record during the period of its existence for good commercial conduct and the introduction of a Golden Rule policy in all its affairs.

The Rogers Grain Company and H. W. Rogers & Bro., who have conducted their grain business, under the management of H. H. Newell, in the Western Union Building for very many past years, have removed to the Postal Telegraph Building. They have ample quarters on the fourth floor where their friends and patrons will be welcome whenever they are in the city. The new offices are also more convenient to "change" than the old ones.

We acknowledge receipt of the annual statement of the Trade and Commerce of St. Louis, Mo., for the year 1915, reported to the Merchants Exchange of St. Louis by Eugene Smith, secretary. It comprises upwards of 300 pages and embraces the complete activities of this, the fourth city of the United States in population, with its 40,000,000 people within a radius of 500 miles. Grain receipts were given at 77,077,939 bushels; public elevators 9 with capacity of 4,920,000, and private elevators 39 with capacity 4,878,000 bushels, giving a total of 9,798,000 bushels.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States, for the month of April, 1916:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	4,162,230	2,044,970	3,915,274	1,963,740
Corn, bus.....	1,521,186	2,640,345	1,811,259	4,320,151
Oats, bus.....	3,746,030	5,162,272	3,764,772	5,007,988
Barley, bus.....	466,182	267,071	405,010	127,441
Rye, bus.....	988,245	883,333	858,678	604,754
Hay, tons.....	2,885	3,831	1,694	770
Flour, bbls.....	468,579	49,558	199,757	38,640

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	7,744,000	2,818,000	6,729,000	1,902,000
Corn, bus.....	4,650,000	3,877,000	4,518,000	9,309,000
Oats, bus.....	9,456,000	6,712,000	10,018,000	8,924,000
Barley, bus.....	2,263,000	1,340,000	1,296,000	532,000
Rye, bus.....	345,000	172,000	463,000	73,000
Timothy seed, lbs.	1,019,000	1,165,000	2,715,000	2,623,000
Clover seed, lbs.	974,000	438,000	1,481,000	792,000
Other grass seed, lbs.	1,415,000	1,320,000	1,720,000	2,532,000
Flax seed, bus.....	38,000	.....	1,000	.....
Broom corn, lbs.	824,000	1,215,000	2,321,000	1,909,000
Hay, tons.....	21,163	25,573	5,104	7,806
Flour, bbls.....	761,000	674,000	762,000	541,000

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	101,000	122,000	12,000	25,000
Corn, bus.....	1,354,000	1,092,000	449,000	443,000
Oats, bus.....	884,000	483,000	347,000	273,000
Rye, bus.....	2,000	.....	6,000	.....
Hay, cars.....	112	181	.....	.....

CINCINNATI—Reported by W. C. Culkins, superintendent of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	327,726	219,159	239,523	210,731
Corn, bus.....	730,463	454,260	192,132	362,135
Oats, bus.....	536,725	498,879	448,308	641,300
Barley, bus.....	36,191	38,954	1,927	4,312
Rye, bus.....	51,017	18,451	25,072	2,436
Timothy seed, lbs.	101	612	2,922	2,331
Clover seed, lbs.	2,951	643	3,943	5,825
Oth. gr. seed, lbs.	7,545	10,535	10,695	11,095
Flax seed, bus.....	.....	92	13	13
Broom corn, lbs.	64,286	369,462	79,179	71,648
Hay, tons.....	11,314	16,916	8,428	15,816
Flour, bbls.....	232,753	105,310	213,103	71,211

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	35,196	29,674	3,468	4,630
Corn, bus.....	179,098	190,350	65,967	74,573
Oats, bus.....	143,153	240,610	129,742	50,408
Oats, bus.....	*290,000	.....	.....	.....
Barley, bus.....	2,929	22,917	11,583	.....
Rye and other cereals	5,814	.....	.....	.....
Hay, tons.....	2,812	2,899	*69	123
Flour, bbls.....	44,893	78,464	7,099	4,196

*Lake.

DETROIT—Reported by M. S. Donovan, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	97,000	113,000	64,000	179,000
Corn, bus.....	125,000	68,000	354,000	460,000
Oats, bus.....	300,000	272,000	100,000	74,000
Barley, bus.....	.....	1,000	.....	.....
Rye, bus.....	5,000	25,000	104,000	22,000
Flour, bbls.....	25,000	28,000	35,000	34,000

DULUTH—Reported by Chas. F. McDonald, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	2,448,749	1,853,896	6,313,351	8,741,034
Corn, bus.....	.....	16,484	.....	1,948,509
Oats, bus.....	418,663	571,119	1,693,899	3,022,331
Barley, bus.....	318,214	61,231	641,956	663,199
Rye, bus.....	77,117	9,662	71,139	10,863
Flax seed, bus.....	59,193	239,473	13,632	13,116

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	3,696,300	2,398,950	3,685,500	1,645,650
Corn, bus.....	2,672,500	1,457,500	3,387,500	2,370,000
Oats, bus.....	307,700	544,000	207,000	746,300
Barley, bus.....	138,600	79,800	158,200	103,600
Rye, bus.....	15,400	26,400	15,400	8,800
Kafir corn, lbs.	682,000	486,200	59,600	318,000
Hay, tons.....	25,404	46,752	7,092	8,328
Flour, bbls.....	31,500	16,250	196,500	154,500

MINNEAPOLIS—Reported by H. W. Moore, statistician of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	7,623,700	3,513,450	3,882,920	2,632,170
Corn, bus.....	243,840	876,840	360,000	927,100
Oats, bus.....	2,898,120	870,170	1,103,300	2,716,910
Barley, bus.....	1,744,010	955,200	2,536,130	1,129,000
Rye, bus.....	244,840	93,980	343,620	122,180
Flax seed, bus.....	485,880	142,200	12,120	60,760
Hay, tons.....	2,520	3,445	369	446
Flour, bbls.....	84,709	36,994	1,723,548	1,208,857

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	5,954,880	.....	5,306,702	.....
Corn, bus.....	122,300	.....	182,362	.....
Oats, bus.....	3,337,000	.....	1,097,137	.....
Barley, bus.....	1,595,800	.....	538,442	.....
Rye, bus.....	54,950	.....	66	.....
Timothy, clover and other grass seed, lbs.	1,616	.....	300	.....
Flax seed, bus.....	359,000	.....	.....	.....
Hay, tons.....	22,431	.....	*90	.....
Flour, bbls.....	669,139	.....	380,695	.....

*Bales.

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	1,838,040	758,400	1,489,200	402,000
Corn, bus.....	2,013,600	1,982,500	2,109,600	2,560,800
Oats, bus.....	591,600	705,500	597,000	907,500
Barley, bus.....	591,600	64,400	14,000	3,000
Rye, bus.....	41,800	22,000	58,000	17,000

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	5,105,254	2,867,092	5,720,466	2,980,166
Corn, bus.....	231,086	108,531	163,997	347,713
Oats, bus.....	913,573	2,502,117	359,043	1,475,703
Barley, bus.....	60,431	3,000	152,925	.....
Rye, bus.....	15,914	3,040	26,131	.....
Flax seed, bus.....	.....	15,000	.....	.....
Hay, tons.....	5,819	4,827	.....	.....
Flour, bbls.....	141,741	134,700	216,909	128,285

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	2,426,181	1,174,203	1,807,610	895,430
Corn, bus.....	2,454,710	2,121,695	1,423,900	1,083,610
Oats, bus.....	1,135,600	1,810,500	713,850	1,649,320
Barley, bus.....	33,600	127,200	5,780	17,020
Rye, bus.....	79,200	9,500	75,230	9,350
Hay, tons.....	11,190	20,105	5,380	14,775
Flour, bbls.....	365,990	262,730	464,250	330,800

SAN FRANCISCO—Reported by W. B. Downes, statistician secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, cts.....	122,510	.....	36	.....
Corn, cts.....	21,203	.....	3,920	.....
Oats, cts.....	41,297	.....	97	.....
Barley, cts.....	378,150	.....	34,040	.....
Hay, tons.....	9,312	.....	822	.....
Flour, bbls.....	129,849	.....	38,254	.....

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	142,000	322,000	367,000	159,600
Corn, bus.....	144,000	363,000	214,000	184,800
Oats, bus.....	132,000	967,200	142,900	702,300
Barley, bus.....	1,000	1,000	.....	.....
Rye, bus.....	22,500	3,000	7,000	9,600
Timothy seed, bags	324	4,292	9,137	10,349
Clover seed, bags	2,235	5,270	23,820	13,590
Alsike seed, bags	117	578	3,327	2,835

NEW REPRESENTATIVE FOR INVINCIBLE LINE

The Invincible Grain Cleaner Company, Silver Creek, N. Y., announces a new addition to its sales force in the person of Mr. W. Fisher, who will represent the Invincible line of cleaning and packing machinery throughout the states of Ohio and Michigan.

Mr. Fisher is a practical miller and experienced millwright, and is well qualified to look after the interests of his company in the territory mentioned. In addition to promoting the sale of his line, he will keep in close touch with all who are using Invincible machines and will gladly render them any service within his power.



W. FISHER

His company is desirous of having the trade take advantage of Mr. Fisher's experience as a miller and millwright in helping to solve their special problems.

The Invincible Company is indeed fortunate in securing so capable a representative to succeed Charles H. Sterling, who retired January 1. Until further notice Mr. Fisher's headquarters will be the Jefferson Hotel, Toledo, Ohio.

MISSOURI WAREHOUSE REPORT

The annual report of the Missouri Grain Inspection and Weighing Department was recently issued in the form of a small pamphlet. The Legislature failed in their appropriations to provide for the printing of the usual voluminous and interesting report that comes from the office of James T. Bradshaw, state warehouse commissioner, but in the small compass of this pamphlet he has managed to pack a great amount of information.

Aside from the statistics of grain inspection which showed a total of 76,943 cars inspected at railroad yards and 36,813 cars inspected out of elevators and warehouses, besides the sacked grain and small lots, the most interesting part of the report is the financial statement. All the fees from inspection and weighing are turned in to the general fund of the state, leaving no working balance for the Department for special or emergency expense, and causing considerable annoyance at times, as in this matter of printing.

TRADE NOTES

The Great Western Manufacturing Company of Leavenworth, Kan., is now represented in Southern territory by J. H. Bates, formerly connected with the Sykes Milling Company of Cleveland, Tenn. Mr. Bates is a thoroughly experienced salesman and mill engineer.

The Macdonald Engineering Company of Chicago, Ill., has the contract for a new grain elevator for the Samuel Hastings Company of Cairo, Ill. The storage capacity will be 100,000 bushels and handling capacity 8,000 bushels per hour. Work began May 4 and it is expected to have the house in operation by September 15.

The ninth annual meeting of the Mill & Elevator Mutual Fire Insurance Field Men's Association was held in Chicago May 9 to 12. There was a large attendance and, as usual, a number of entertainments were arranged for the visiting field men. The business sessions brought out the best reports of officers and committees in the history of the organization.

The Barnard & Leas Manufacturing Company of Moline, Ill., manufacturers of mill and elevator machinery, have located Southwest headquarters in Kansas City, with James L. Tipton, for some time past traveling representative of the Great Western Manufacturing Company, in charge. Mr. Tipton is well acquainted with the work of his firm, having been connected with various mill and elevator construction concerns recently.

Among the firms who will have exhibits of their machinery at the Industrial Exposition in connection with the annual meeting of the Fraternity of Operative Millers of America at St. Louis, Mo., during the week following May 29 are: Bauer Brothers Company of Springfield, Ohio; Nordyke & Marmon Company of Indianapolis, Ind.; The Wolf Company of Chambersburg, Pa.; Sprout, Waldron & Co., of Muncy, Pa.; Huntley Manufacturing Company of Silver Creek, N. Y.; Great Western Manufacturing Co. of Leavenworth, Kan.; S. Howes Company of Silver Creek, N. Y.; Beall Improvements Company of Decatur, Ill.; Invincible Grain Cleaner Company of Silver Creek, N. Y.; Barnard & Leas Manufacturing Company of Moline, Ill.

The Cyclone Blow Pipe Company, formerly located at 1001-1015 Twenty-first Street, Chicago, is now in its own new building at 2542-2552 Twenty-first Street, corner of Rockwell Street. The building is of brick, modern factory construction, covering a ground space of 120x75 feet and especially laid out for the manufacture of their Cyclone Dust Collectors, which are widely used in grain elevators. The company also manufactures Automatic Furnace Feeders, Steel Plate Exhaust Fans and Exhaust and Blow Piping. They call especial attention of the country grain dealers who have cleaners to the profit accruing from the installation of a small capacity Cyclone Dust Collector. These systems are installed on modern plans and guaranteed.

J. W. Linkhart & Sons of North Vernon, Ind., announce that they will be glad to send copies of letters to all inquiring grain dealers, which they have received from firms who have bought the Economy Cracked Corn Separator and Grader. This machine is covered by two patents and a third patent is now pending on their Improved Cracked Corn Separator and Grader which they claim increases the value of the machine almost double. The senior member of the firm, J. W. Linkhart, has been engaged in the grain and feed business for years. He is from a family of millers and has always had a great hobby for high grade, clean poultry feeds, having given much time and very close attention to the manufacture of this kind of feed. He is well qualified, from experience rather than from theory, to know the kind of machine it takes to produce

the highest grade of poultry feed. The company guarantees perfect satisfaction to purchasers of the Improved Economy Cracked Corn Separator and Grader.

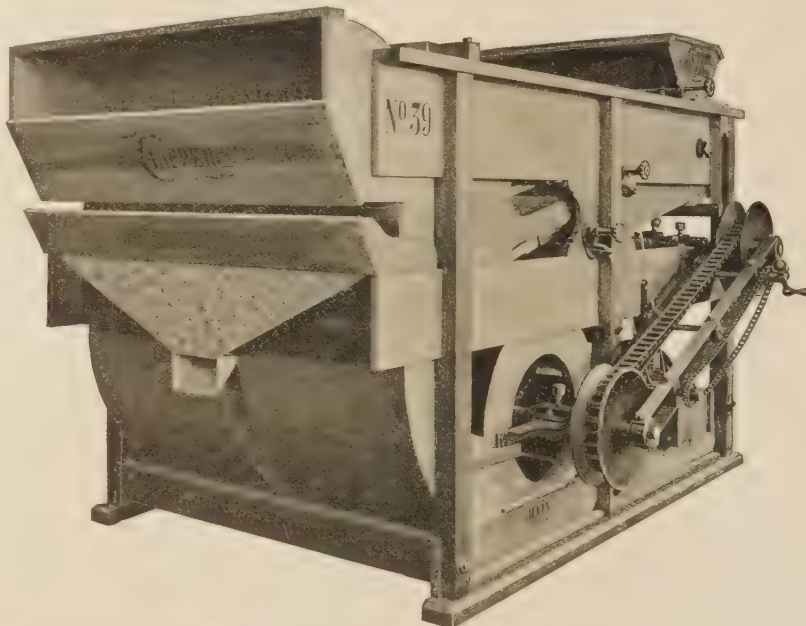
The Invincible Grain Cleaner Company of Silver Creek, N. Y., reports that some very nice orders for cleaning machinery have been received of late from Chile, South America. The Invincible Company is thoroughly represented in the South American countries. One of the leading installations of the year in cleaning machines is the line of 12 Invincibles which are now in process of manufacture at the plant of the Invincible Grain Cleaner Company for the elevator of the Chicago & Northwestern Railway at Milwaukee, Wis.

One would look in vain for any sentiment in Goodyear Klingtite Belts manufactured by the Goodyear Tire & Rubber Company of Akron, Ohio, which have been popular for years in grain elevator work. They are built for service, in the 100 cents-on-the-dollar way which characterizes all the prod-

massive clock that has been installed as a memorial to their faithfulness and loyalty. A bronze tablet will soon be placed in the tower bearing the names of the "Old Guard." At the time these men became associated with it, Goodyear was manufacturing only carriage tires and bicycle tires, from the tire point of view. During their period of service Goodyear automobile tires have been "born and raised." In 1916 Goodyears will equip one of every three cars manufactured.

THE "CLIPPER" UNIVERSAL BLAST
REGULATOR

It is well recognized by all who have anything to do with cleaning and separating machinery, that a perfectly uniform air blast, absolutely under control, and entirely free from fluctuation is one of the most essential and important considerations in cleaning seeds and grain. Different kinds of seeds and grain and different conditions of the seeds and grain call for varying strength of the air blast used in separating the dust, chaff and light shrunken seeds and grain. Many different devices and methods have been used in the past in the endeavor to secure perfect uniformity of blast under all conditions. Some of the devices used have given the required results within a limited range. It is asserted, however, that the Universal Blast Regulator now furnished as a part of the equipment of "Clip-



A "CLIPPER" GRAIN AND SEED CLEANER WITH UNIVERSAL BLAST REGULATOR ATTACHED

ucts, automobile tire and otherwise which the firm manufacturers. It is with the company itself, however, that we may look for an occasional touch of nature which makes the world kin. An innovation in the method of paying tribute to the faithfulness and loyalty of employees who have been with the Goodyear Tire & Rubber Company since its inception is the completion by the firm of an eight-story tower to be known as "Old Guard" Tower. On the top floor of the tower the company has installed a mammoth clock with four dials, over which travel massive hands, indicating the time to the residents of the city. The tower stands on the site of an old mill which for many years has been a landmark. The "Old Guard" to whom this signal honor is paid was organized about three years ago and is composed of the employees who were in the employ of Goodyear when the present factory manager, Mr. P. W. Litchfield, assumed charge, nearly 16 years ago. Among the number is F. A. Seiberling, president of the Goodyear. Ever since its organization the "Old Guard" has been holding an annual dinner in some portion of the factory associated with the early days of the plant. One dinner was held on the old smokestack after it had been partially torn down, to make way for a larger and higher one. It is the expectation that the "Old Guard" will hold their future annual functions in the observation room of the tower that has been named for them, where they can hear the tick of the

per" Cleaners has gone many steps beyond any previous devices of this character.

This blast regulator, it is claimed, has overcome all weak points and gives exact control. "From a zephyr to a hurricane," and every degree between, exactly describes the range of air blast that can be secured by this mechanical device. The air inlets or ends of the fan drum are left open at all times.

This appliance will furnish a blast strong enough to blow out the heaviest grain or any kind of beans or seeds, and, by simply turning a handle and requiring but a minute the blast can be reduced to a point where it will not blow out such light seeds as blue grass or red top. This effect is secured without changing a pulley, closing the air shaft or making any other adjustment except shifting the handle.

This can not only be furnished with all new "Clipper" Cleaners but it can be attached to any "Clipper" Grain or Seed Cleaners now in use at a very reasonable price. It requires no additional power—in fact, makes a saving in power by regulating the speed of the fan to produce the exact amount of blast required and by reducing the belt and bearing friction. It is noiseless, practically impossible to get out of order and extremely smooth in operation. Circulars and complete information will be furnished to any reader on request by A. T. Ferrell & Co., manufacturers of the "Clipper" Grain and Seed Cleaners.

NEWS LETTERS

PHILADELPHIA
E. R. SIEWERS - CORRESPONDENT

IN the case pending before the Interstate Commerce Commission on the proposed action of the different railroad companies reaching this terminal to charge elevator rates of storage for grain in cars just as soon as they arrive within the city limits, regardless of the time the cars were discharged at Export elevators, the Commission extended the time until August 29 for further investigation. This has been received with great favor by the grain trade, and, in speaking of this subject, President Graff, of the Commercial Exchange, said: "We are much pleased with this decision; the Exchange made a strong protest before the Interstate Commerce Commission against the railroads' tariff which was to be operative on and after April 16. This is a very important matter for the grain exporters, as well as the trade in general, to not be compelled to pay any more expenses, that may be put up against the grain product."

Six thousand five hundred and twenty-five bales of triple hard compressed hay were cargoes from this port by the British steamship *Helmadale*, for the Allied army cavalry and barricade use in France, and it was booked for Havre.

The present ocean freights are so high that vessels engaged in the export grain and other trades have netted fabulous amounts as to freight returns even in a solitary trip. A single cargo on one of the new steamers brought in for its owners \$550,000. The steamship *Luckenbach* earned 75 per cent of its construction cost on its first trip abroad, and a \$20,000 schooner scooped in \$66,000 in one voyage to foreign shores.

Since it is about settled that the U. S. Government will locate a 1,700-foot dry dock and ship basin adjacent to the League Island Navy Yard on the Delaware River in the southern section of the city, at a cost of from three to four million dollars with \$500,000 as a constructive start, there is great rejoicing in shipping and business circles, which have been booming expansion.

The grain trade was shocked at the announcement that Warner Roberts Howell, the widely known foreign freight agent of the Pennsylvania Railroad, had committed suicide by shooting himself through the mouth. The ball embedded itself in the brain, causing instant death, his lifeless body being discovered several hours afterward in his bedroom at his home, 506 West Chelton Avenue, Germantown, where for years he resided. He was 57 years old and had been in ill health for some time, having suffered a nervous breakdown, which became more pronounced by the strain of hard work in New York several weeks ago clearing up the general blockade there, caused by the unusual rush of export freight to all of the Atlantic ports.

The two years' contest by the Commercial Exchange before the Interstate Commerce Commission to place this port on a parity with New York on grain loading charges of the Pennsylvania Railroad Company has just been decided against them. This will work a severe handicap to the export grain trade at this port, and for the present at least Philadelphia will pay $\frac{3}{4}$ cent per bushel for what costs New York $\frac{1}{2}$ cent, making a different of \$500

in a single cargo of grain, and at least \$150,000 more annually by the grain merchants here.

The latest new memberships to the Commercial Exchange which have satisfactorily passed the official standard, are David Kurtz, Trenton, N. J., prominent grain, feed, and hay dealer; the Frelhofer Baking Company, with main plant located at 20th Street and Indiana Avenue, a large flour-buying concern and extensive bread distributor; H. B. Kratz of Schwenksville, Pa., dealer in flour, feed, grain and hay; the Magdar Grain Company of 2823 N. Broad Street; and S. A. King, associated with the M. F. Baringer, general feed establishment with offices 503 Bourse.

Chief Grain Inspector Foering during his two weeks' vacation was brevetted the topnotch fisherman along the Florida Coast.

The condition of wheat and rye in the grain-growing sections of Pennsylvania, as reported here just at this time, shows a 95 per cent average, and it is believed it will soon surpass the 100 point.

ST. LOUIS
R. O. JOHNSON - CORRESPONDENT

SPECULATIVE trade in the St. Louis wheat market has been largely of a professional character for some time, although last week there was slightly more outside buying on crop damage reports from the winter wheat belt and official estimates that the seeded area of spring wheat will be materially less than a year ago, when the record crop of 356,000,000 bushels was harvested.

Opinion still is divided over the future of the market before the new wheat comes in, but majority sentiment has been largely in favor of higher values. With the Government crop estimate of May 1, indicating a winter wheat crop of 499,000,000 bushels, or some 4,000,000 bushels more than estimated on April 1, and the spring wheat acreage small, buyers think very much higher prices are in sight, as, they claim, dry weather and bug damage are still to be reckoned with in winter wheat, as every year sees more or less losses from these causes, while spring wheat has to face the possibility of a black rust scare, which bobs up every year, and in one year sent the market rocketing 30 cents a bushel in about 30 days.

It would seem, however, that these same bulls must depend entirely on crop damage for their ammunition, for if ever the situation looked bearish in wheat it looks that way now. The domestic visible supply still is 20,000,000 bushels more than last year, and receipts at primary markets are being eaten up by domestic requirements and exports at such a rate that there seems little likelihood of the visible being proportionately smaller on the end of the crop year than now. The world's visible is nearly 170,000,000 bushels over last year's, and with the United Kingdom stocks some 90,000,000 bushels, Broomhall declares that supplies abroad will be amply sufficient until the next harvest comes in.

Exports of wheat and flour from the United States are over 70,000,000 bushels less than last year, the difference being replaced by Canadian wheat bought by the Allies. Receipts at Winnipeg are running 600 and 800 cars a day, compared with about 300 a year ago, indicating that England will still find plenty of wheat for her needs for some time in the Dominion, without coming aggressively

to the United States for supplies. Despite the shortage in the winter wheat crop of 150,000,000 bushels compared with last year, the present crop is well above the 10-year average, with the exception of the last two years' crops, which were record-breakers. There is every reason to believe that, with the farm reserves the heaviest on record, even with a short crop, next fall will see this country with a supply of wheat on hand nearly equal to the record crop of 1,000,000,000 bushels of last year.

St. Louis is to have a new modern concrete elevator of 1,000,000 bushels capacity, and work will be begun on the structure at once. The elevators will be financed and built by the Missouri Pacific Railroad and interests connected with the Merchants' Exchange, of which John T. Milliken, the well-known commission man, is the moving spirit. The elevator will be located in the neighborhood of, or on the site of the old Carondelet Elevator on the tracks of the Iron Mountain System in South St. Louis. The plant with the site will cost upwards of \$500,000.

J. O. Ballard, head of a special committee of Merchants' Exchange members recently appointed to urge the railroads to construct new elevators in St. Louis, says that plans are nearly completed for a new elevator to be built by the Illinois Central Railroad. The new plant will probably be of 1,000,000 bushels capacity, or the same as the new Missouri-Pacific Elevator.

George C. Martin, father of George C. Martin, Jr., manager of Goffe & Carkener Company, St. Louis, died recently in Pasadena, Cal. Mr. Martin was 66 years old, and at one time was engaged in the grain business in Kansas City.

The Merchants' Exchange has absorbed the St. Louis Cotton Exchange, and after June 1 cotton trading will be carried on in the north end of the grain trading hall, where ticker service will be established and quotations of sales posted on the blackboard the same as is done in the grain markets. There are 40 members of the Cotton Exchange, and those not members of the Merchants' Exchange will buy memberships in that organization. Harry Lesser, president of the Cotton Exchange will retain his office, and the Exchange will retain its individuality by keeping a separate set of officers and directors from that of the Merchants' Exchange. The consolidation will probably increase both cotton and grain business, by reciprocal trading.

The name of the Marshall Hall-Waggoner Grain Company has been changed to Marshall Hall Grain Company. Mr. Waggoner retired from the firm several months ago, when his holdings in the concern were purchased by Mr. Hall.

Merchants' Exchange traders think the Missouri State May 1 report on wheat condition of 62.8, or 3 points lower than the April 1 estimate, has improved materially since the figures were made up, as since the first of the month almost perfect growing weather for the crop has prevailed. The next condition report on June 1 should show much improvement, unless all signs fail.

The St. Louis Elevator & Grain Company has leased from the Mississippi Valley Elevator & Grain Company the elevator and buildings at the northwest corner of Madison Street and the Levee. The lease is for two years at a rental of \$1,250 per month.

T. E. Price, head of the T. E. Price Commission Company, St. Louis, suffered a mild heart attack in his office recently and has been resting at his home.

D. W. Clifton, of the Nanson Commission Company, has been elected a director of the St. Louis Hay Exchange, to succeed R. R. DeArmond recently

of Russell Bros.' branch office here, which has been closed. Mr. Clifton is a former president of the National Hay Association, and is dean of the hay trade in St. Louis.

* * *

William T. Hill, president of the J. H. Teasdale Commission Company, returned recently from a trip to Florida. Mr. Hill brought home some good fish stories with him, and had photographs to back them up.

INDIANAPOLIS

F. J. MILLER

CORRESPONDENT

THE Indiana Public Elevator Company, whose plans for developing an important public elevator field in Indianapolis were described recently, has completed its formal organization by filing incorporation papers with the secretary of state. The capital stock is \$500,000. The directors are W. H. Benedict, F. M. Montgomery, Paul R. John, Edwin F. Doolittle and C. W. Bell.

* * *

The Huntertown Grain Company, of Huntertown, Ind., has shown evidence of its continued growth by increasing its capitalization from \$8,000 to \$30,000.

* * *

Burglars obtained \$40 at the offices of the Starr Grain Company & Lumber Company at Winamac, Ind. The combination was worked off the grain company's safe. A passing train, it is believed, covered the noise made by the burglars.

* * *

Twenty-six hours after fire destroyed one elevator of the National Elevator Company of Indianapolis, at Watson, Ill., the elevator of the same company at Gessie, in Edgar County, Ill., burned. About 39,000 bushels of corn and some oats were destroyed. The origin of both fires has not been determined. The day before the fire at the Gessie plant the elevator at Watson, on the Clover Leaf line burned. Traffic on the Cincinnati, Hamilton and Dayton Railroad was blocked for several hours by the fire at Gessie, when the burning building fell across the tracks. Both elevators were insured and both will be rebuilt, it is announced.

* * *

C. Eckerty Sons Company, of Eckerty, Ind., has been incorporated with \$6,000 capital, by James Eckerty, Torrence Eckerty and Charles D. Luckett. It will deal in grain and feed.

* * *

Elmer E. Masten, a feed dealer at Coatesville, Hendricks County, Ind., has filed a voluntary petition in bankruptcy in the federal court here. He placed his liabilities at \$3,958.38 and his assets at \$432.

* * *

The Farmers' Union Elevator Company, a \$10,000 co-operative corporation, is now running the mill and elevator of the Home Milling and Elevator Company, at Carlisle, Ind., which it bought recently. J. E. M. Purcell is the manager.

* * *

Middle West amateur baseball circles are expected to sit up and take notice, now that the Indianapolis B. and B. (meaning Bulls and Bears) team has been organized. This wonderful gathering of athletes is the result of a letter written by J. M. Allen, of Decatur, Ill., to Bert A. Boyd, of Indianapolis, inviting Indianapolis men to the annual convention of the Illinois Grain Dealers' Association at Decatur and suggesting that some of the Hoosier grain men take part in the baseball game on the program. Mr. Boyd not only took up the dare, but went so far as to organize the Indianapolis B. and B. team, with regular uniforms and all that. The following were selected to represent the Indianapolis Board of Trade on the team: P. M. Gale, E. K. Shepperd, F. A. Witt, W. S. Hayward, Lew Hill, John Jordan, R. C. Daus, H. E. Kinney, J. M. Bradford, Fred Vawter, H. H. Bingham, E. C. Barrett,

C. B. Riley and Bert A. Boyd. It has not yet been decided whether the team will go after state amateur championship honors or indulge in international tours.

* * *

The Farmers' United Grain Company, of Hammond, Ind., has announced its dissolution.

* * *

The Hodapp Hominy Company, of Seymour, Ind., one of the largest grain mills in southern Indiana, has been thrown into voluntary receivership by the directors. Fred Steinker, the heaviest stockholder was named as trustee. The company is incorporated for \$30,000. Fluctuation in the prices of corn and wheat is said to be the cause of the financial difficulties. The concern had recently completed a large order from the south for milled products and only a few days ago received 40,000 bushels of corn. Seymour banks loaned heavily to the company, but were secured by individual paper. Plans are under way for a reorganization, and it is expected that operations will be continued under the direction of the trustee.

NEW YORK

C. K. TRAFTON

CORRESPONDENT

BUSINESS in grain, flour, and other commodities in this city has been greatly hampered and confused since the first of the month by the strike among freight handlers and among employes on tugboats in the harbor, which has created an exceedingly unsatisfactory condition of affairs. Naturally, these new stumbling-blocks, coming on the heels of the congestion, embargoes, and other abnormal occurrences, have made everyone concerned decidedly miserable. Virtually everyone, buyer as well as seller, in all lines was afraid to make contracts in view of the remarkably numerous adverse influences. At the outset practically every tugboat in the harbor was tied up, but subsequently some of the owners acceded to the demands of their employes rather than have any further difficulties, there being such a vast quantity of goods to be moved and so many were affected adversely that they thought it best to postpone vigorous opposition, at least for the time being. At one time 50 freight steamers were anchored down the bay because of the lack of tugs, and as the demurrage in some cases amounted to \$2,000 per day the delay was decidedly serious. It was also feared that the tie-up would become more serious if the threatened sympathetic strike of 40,000 longshoremen in Brooklyn should be declared.

* * *

Members of the grain, flour, and all other trades represented on the New York Produce Exchange have taken an active interest in the Citizens' Preparedness Parade, which will take place here on March 13, and in which about 150,000 people are expected to participate. The Produce Exchange delegation, to the number of about 1,300, including leaders in all lines on the floor, will be in charge of Herbert L. Bodman of Milmine, Bodman & Co., grain merchants. His assistant marshals are: Wm. C. Mott, of the Nye & Jenks Grain Company, and W. J. Brinard of the Brinard Commission Company.

* * *

L. F. Gates, a partner in the grain commission firm of Lamson Bros & Co., and G. E. Booth of the same firm's cash grain department, paid a brief visit recently to members of the local grain trade, being on their way back to Chicago, after a short stay in the mountains of Tennessee for rest and recreation.

* * *

Members of the Produce Exchange, who are also members of the Chicago Board of Trade, were much interested early this month in a petition which has been presented for their consideration by E. Pritchard. This petition, which is addressed to the mem-

bers of the Board of Directors of the Board of Trade, has for its object an amendment of the Board of Trade Rules, which will permit members engaged in business outside of Chicago to send in their votes when required by mail, instead of making the trip to Chicago to vote personally as required at present.

* * *

Interesting memories of the remote past were recalled to the oldtimers on the Produce Exchange recently when they had occasion to greet F. J. Magen, who was a prominent figure in grain markets many years ago, and especially when he acted as broker for "Old Hutch" in the famous old Hutchinson Corner. Mr. Magen now makes his home in Florida.

* * *

In spite of the many obstacles in the way of export business, such as congestion and embargoes on the railroads, scarcity of ocean tonnage, etc., the shipments of wheat from this port continue on a large scale. For the week ending May 6th the total was 3,469,742 bushels, or the largest since the week ending January 8, when the total was 3,604,576 bushels. The largest total since the beginning of the crop year was 4,234,970 bushels in the week ending October 30.

* * *

Partly as a result of the bad weather last summer, the barley crop east of the Mississippi River was a short one, and furthermore, much of it was badly stained and hardly fit for malting purposes, having deteriorated materially owing to the heavy and protected rainfall. Indeed, a large part of it was unfit for malting, and hence could only be used for feeding purposes. One result was that large quantities of choice malting barley have been brought from California, primarily by the all-water route through the Panama Canal, but during the time the Canal was closed the barley was shipped from the Pacific Coast overland to Galveston, and thence much of it by steamer to this market. Of course, much of this barley went to maltsters in this territory, while moderately large quantities were exported, chiefly to Rotterdam, which has furnished us with a liberal quantity of so-called Pilsener Beer, which has taken the place of the German Pilsener. The total arrivals of barley at New York for the four weeks ending May 6 were 1,732,000 bushels, and of this quantity 1,157,000 bushels, or roughly one-third, came from California. Because of the large supply of the feeding grade, it has been comparatively cheap, and consequently our shipments of feeding barley have been fairly heavy at times. In fact, the total exports from Atlantic and Gulf ports from July 1, 1915, to May 6, 1916, were 20,498,664 bushels, as compared with 10,701,725 bushels for the same period in 1914-1915.

* * *

The Nominating Committee of the New York Produce Exchange has designated the following ticket to be voted on at the coming annual election of officers. For President, Wm. H. Kemp of Milmine, Rodman & Co., grain; vice-president (re-election), R. A. Claybrook of the Eagle Roller Mill Company; treasurer (re-election), Edward R. Carhart of the Battery Park National Bank, an ex-president of the Exchange; Board of Managers; Walter B. Pollock, New York Central Railroad; A. Maclay Pentz, Sanderson & Son, shipping; Edward T. Cushing, grain; Edward Flash, Jr., cottonseed oil; Wm. W. Starr, flour; F. B. Cooper, provisions. For Trustee of the Gratiuity Fund, Alfred Romer of the Schulze Bread Company, an ex-president of the Exchange.

* * *

The death was announced on the Produce Exchange late in April of Charles B. Morris, aged 71 years, owner of elevators and warehouses in Bronx Borough, and for many years a well-known and active member of the hay, grain, and feed business. In recent years Mr. Morris had been seen but seldom on the Exchange.

* * *

Members of the grain trade throughout the country have naturally shared in the general interest aroused by the sinking of so many merchant ships by submarines and mines since the beginning

of the great European conflict. Naturally, of course, they have been particularly interested in the destruction of vessels carrying grain cargoes from North American ports to European destinations. Losses of this kind during the recent past have included the following: Steamer *Eemdijsk* from Baltimore for Rotterdam with 182,000 bushels of corn; *Tregantle* from Galveston for Hull with 183,000 bushels of wheat; *Englishman* from Portland, Maine, for Bristol with 40,000 bushels of wheat and 8,000 bushels of barley; *Berwindvale* from Galveston to Bristol with 280,000 bushels of wheat; *Manchester Engineer* from Philadelphia for Manchester with 120,000 bushels of wheat; *Hendon Hall* from Portland, Maine, for Rotterdam with 231,000 bushels of wheat. These losses serve as further convincing demonstration of the urgent necessity for a far larger American merchant marine. If we had an ample supply of tonnage under the American flag most of the congestion at railroad terminals and the resultant embargoes would not have been necessary.

BUFFALO

ELMER M. HILL CORRESPONDENT

BUFFALO grain elevators have been working overtime since the opening of navigation late in April handling the heavy rush of grain from the upper lake district. In the seven days ending May 5, local houses achieved a new high record in handling grain by elevating almost 14,000,000 bushels of wheat and oats, an average of 2,000,000 bushels a day. C. H. Williamson, manager of the Grain Clearance Corporation, said it was the best week in the port's history but added that due to the modern equipment of the new houses, they could have handled 30 per cent more if they had been forced.

Of the first 15,000,000 bushels of grain shipped from Fort William, Ont., this season more than 10,000,000 bushels came to Buffalo, the balance being divided up among five other ports on the lower lakes. While a large part of the grain received since the opening of navigation has come from the Canadian head of the lakes, Duluth, Superior and Chicago have contributed no little amount. Present indications point to a record breaking year in handling grain at Buffalo because of the vast amount of Canadian crops which will be moved through local houses for export at New York.

During the opening days of the season the harbor presented a scene of unusual activity. Additional tugs have been added to the towing equipment to facilitate the movement of boats from one house to another and from the breakwater to points along the Buffalo River and City Ship Canal. Practically all of the elevators have handled some grain and the accompanying illustration shows one of the busy scenes at elevators along the Ship Canal in the vicinity of the South Michigan Avenue bascule bridge. Four elevators are shown in operation.

Due to the co-operative efforts of the Buffalo Corn Exchange and other New York grain interests, Assemblyman Lefevre's bill at Albany which would require the state superintendent of weights and measures to appoint weighmasters to weigh corn, grains and feeds at all points where such feeds are loaded in bulk for shipment by rail, has been killed. The grain men said the bill would compel the appointment of between 25 and 40 weighmen and would cost the state at least \$25,000 for which the state would get only \$7,500 as fees. Fred E. Pond, secretary of the Buffalo Corn Exchange and C. T. Doorty, president of the Doorty-Ellsworth Grain Company, who appeared before the legislature to protest against the measure, declared there was absolutely no need for the bill for the Buffalo Corn Exchange employs efficient weighmen who work under the supervision of the New York State Department of

Weights and Measures. The Buffalo men charged that the Bill was aimed specifically at Buffalo, and said that its enactment would be a mistake.

* * *

Buffalo's canalboat fleet has been loading grain during the last week so as to be ready to start down the Erie Canal to seaboard points when the state waterway is opened May 15. The fleet is somewhat depleted this year by the departure of many boats to New York to do lightering work. These boats have found compensation good and will remain on the coast. For many years past the canal has cut but little figure in the transportation of grain from Buffalo to seaboard.

* * *

Edwin T. Douglass, who for many years has been general manager of the Western Transit Company, operators of the New York Central Railroad boats on the lakes, has been elected a director of the Eastern Grain, Mill & Elevator Corporation and will have entire charge of the concrete elevator and the lake grain interests of this corporation. Nisbet

the American Linseed Company, the price paid said to be upward of \$315,000. The former company has been a subsidiary of the latter organization, said Frank S. Elder, manager of both companies, in announcing the sale.

DULUTH

S. J. SCHULTE CORRESPONDENT

THOUGH the movement of grain from Duluth elevators since the opening of navigation has not been as free as operators had hoped for, stocks of all grains in the houses have been reduced to the extent of 12,000,000 bushels and now stand at approximately 16,000,000 bushels. The feature has been the movement of bonded wheat and Durum. Practically all the bonded grain in store here



A BUSY DAY AT THE BUFFALO SHIP CANAL

Grammer, president of the company, in making the announcement of Mr. Douglass' appointment said he regards him as one of the most able marine transportation executives along the lakes. The Western Transit Company fleet of boats has been taken over by the Great Lakes Transit Corporation.

* * *

Incorporation papers have been filed at the state capitol in Albany by the Dellwood Elevator Company. The directors are John W. Daniels, George A. Archer, Schreve M. Archer, Samuel Mairs and Thomas L. Daniels of Minneapolis and Marshall Cox of Buffalo. The new company, capitalized at \$100,000, will operate the new Dellwood Elevator.

* * *

The Interstate Commerce Commission has suspended until October 30, the withdrawal of the New York Central and Michigan Central railroads of existing transit rates on grain at Buffalo, Toledo and Bryant, Ohio.

* * *

By a decision of United States District Judge John R. Hazel, the grain carrier *Collard* will be sold to satisfy a judgment obtained by Moseley & Motley Milling Company for destruction of a cargo of grain. The vessel was in collision last season and the grain was destroyed.

* * *

The property of the Great Eastern Elevator Company, with a frontage of 504 feet along the Buffalo River and 165 feet on Peck slip has been sold to

was under contract for export at the time of its arrival, and that more of it did not go fast during the winter months was due to the difficulty in obtaining cars to handle it. From a maximum of 6,000,000 bushels of bonded wheat in store at this point on April 15 the amount has been reduced to less than 2,200,000 bushels at the present, and at the same time an average of 50,000 bushels a day was delivered at the elevators during the past month. The cause of the flow to this Head of the Lakes being continued so long after the opening of navigation is ascribed to the delays in relieving the congestion at Fort Williams and Port Arthur.

A fairly active foreign call for Durum wheat has been in evidence on this market and stocks of it in store are being steadily reduced. That the Government estimate of 40,000,000 bushels as last season's yield of Durum was under the mark to the extent of probably 12,000,000 bushels is the opinion of dealers. That view is borne out by the elevator figures. It is shown that during the present crop year from August 1 last up to date, nearly 40,000,000 bushels of Durum has been marketed at Duluth and Minneapolis alone. Besides that there is to be taken into account the amount shipped to Chicago, ground by mills in the Northwest and still remaining in interior elevators and in farmers' hands. Advices of grain men here from their correspondents over the West are to the effect that a proportionately large acreage of Durum has been seeded this spring in the Dakotas and Minnesota. The

readiness of growers to take up the raising of Durum is due to their satisfactory experience in marketing it during the last three or four years.

* * *

The movement of domestic spring wheat to the East from the elevators here has been a draggy proposition since the opening of navigation, that being attributable to the export trade being monopolized by Canadian grain and to the slow call from Eastern millers. Requirements of millers down that way are said to have been covered for some time ahead from stocks in store and afloat at Buffalo, and in the unsettled state of the markets American dealers have furthermore deemed it prudent to keep close to the shore in their trading.

* * *

An interesting example of the effect of the Minnesota state law empowering holders of elevator storage tickets to follow the grain covered to any channels through which it may be subsequently marketed, was afforded here recently. In straightening out the affairs of the North Dakota Grain Company, which went out of business during the latter part of February, it was found that storage tickets to the extent of around \$25,000 were held by farmers. On being shown their liability, that amount was liquidated through the payment of \$8,000 by the Consolidated Elevator Company here for wheat that had been bought from the grain company some time before; \$10,000 similarly paid by a trust and loan company at Fargo, N. D., and \$7,000 realized through sales of grain and other assets of the North Dakota Grain Company.

* * *

Julius H. Barnes, of the Barnes-Ames Company, was a recent visitor here from New York where he had been engaged in looking after the enormous export business of his house. He expressed confidence that a heavy foreign demand for American wheat will develop as soon as the pressure of the Canadian grain is off the market. He is of the opinion that as long as the war lasts, price levels of grain will be maintained at a profitable basis for growers as the demand must necessarily be large in view of the decreased productions of foodstuffs in the countries at war. The ocean steamer situation has been working easier of late, he averred, that being attested in the larger clearances at the seaboard during the past month.

* * *

W. C. Mitchell, of Randall, Gee & Mitchell, is an optimist regarding the future of the grain trade in the Northwest during the balance of the year. "Grain men and the elevators here will have enough to do right up to the beginning of the new season's crop movement in handling the balance of the old crop," he said, in the course of a recent interview. "Information we have on hand is to the effect that over 15 per cent of the 1915 crop is still in the country to come in and I look for a steady movement during the next two months. The marketing of oats has been slow so far, but some export trade in them is now beginning to develop."

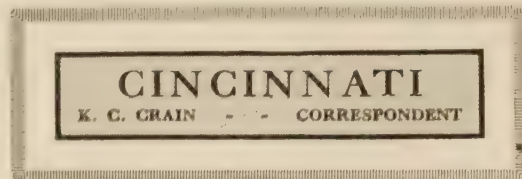
* * *

Though trade in oats has been dull here during the past month, the putting through of a good business in wheat and other lines is reported by the White Grain Company. A feature has been the large end-of-the-season demand for hay, and advances in timothy quotations extending from \$2.50 to \$3 a ton.

* * *

Owing to the heavy advances in prices of building materials during the past six months, it is thought that any further elevator extensions mooted at the Head of the Lakes will be deferred for the present season. That decision is said to have been reached by the management of the Great Northern Railroad regarding the proposed 3,500,000-bushel addition to its elevator plant at Superior. A statement to that effect was made recently by an official of the company. The erection of an additional house for the Itasca Elevator Company, for which a site was purchased early last winter, will also be deferred. The elevator interests at Duluth besides feel impelled to hold back for a time in making new capital outlays for plants through the probab-

ity that the 1916 wheat harvest will be considerably smaller than last season's in view of the reduced acreage seeded to the crop, though it is believed that the production of coarse grains will be correspondingly increased.



THE opposition on the part of certain outsiders to the exclusive trading floor agreed upon between the Chamber of Commerce and the Grain and Hay Exchange continues, although it is growing perceptibly weaker, under judicious but firm handling on the part of the grain men. When the agreement was first entered into the howls which went up were vociferous; but they finally died down to a subdued rumble, only to be awakened again when, a short time ago, the Exchange voted to ask for full compliance by the Chamber with its agreement to make the trading floor exclusive to members. In order to accomplish this, it is asked that the corner—a good-sized corner—devoted to trading be fenced off in a fitting and substantial manner. At present the entire floor is a single room, so that the exclusive trading privilege is rather difficult to enforce, inasmuch as the sheep and goats mingle freely and indiscriminately. The contract between the Chamber and the Exchange, for which the latter body agreed to pay \$2,000 in hard cash, provides specifically for a separate corner, and the members of the trade are merely asking that this item of the agreement be carried out.

* * *

A move which is expected to raise still further the increasingly high reputation and standards of the Cincinnati Grain and Hay Exchange is under foot, looking to the establishment of a credit-rating bureau of wide scope, preparatory to extending the business of the local trade to all corners of the world. Detailed and accurate information concerning shippers and buyers in all quarters from or to which business is handled will be essential, and the accumulation and classification of this important information, much of which is already available in the hands of a number of large local concerns handling a wide business, is to be taken up at once. H. M. Brouse has been appointed chairman of a committee to push the matter along.

* * *

An interesting and practical display of type samples of hay, illustrating the new grades adopted by the Board of Directors of the Chamber of Commerce, upon recommendation of the Grain and Hay Exchange, was prepared by the Early & Daniel Company recently and shown to members of the Exchange at the company's warehouse at Sixth and Harriet Streets. Many members were not entirely familiar with the new grades, and welcomed the opportunity to inspect the samples and witness a demonstration of grading, for which there was ample material in the big warehouse.

* * *

An invitation has been extended to the Council of Grain Exchanges to hold its usual midsummer meeting in Cincinnati. It has not yet been learned whether the invitation will be accepted, but local members of the trade are hopeful that it will receive serious consideration, and that they will have the opportunity of entertaining the national body in Cincinnati.

* * *

Dan B. Granger, John E. Collins, Jr., and Charles B. Hill have been appointed by President Melish, of the Chamber of Commerce, as additional members of the Chamber's Hay Inspection Committee.

* * *

Louis C. Evers, a feed and material dealer of Price Hill, a Cincinnati suburb, recently filed a voluntary petition in bankruptcy, with liabilities of \$12,378.41 and assets of the estimated value of \$10,-

784.13. Poor collections are given as one of the principal causes of the failure. A number of leading hay and grain houses in this vicinity are among the creditors, although none of them has any considerable amount due it.

* * *

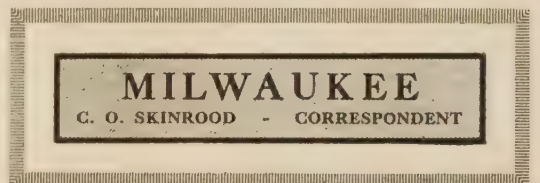
The Long Mill & Elevator Company, of Mechanicsburg, Ohio, is negotiating with the village concerning changing the current furnished by the company to electric consumers in Mechanicsburg from direct to alternating. The company has a contract with the village under which it has for some time supplied current for all purposes, and it is now contemplating an arrangement under which it will receive its supply from the lines of the Urbana Light & Power Company, of Urbana, Ohio. The principal difficulty in the way of this arrangement just now is the fact that consumers are supplied with equipment for the use of direct current, and would have to spend a considerable amount on new equipment under the proposed plan.

* * *

The Scioto Grain & Supply Company has been incorporated at Ashville, Ohio, with a capital stock of \$25,000. Samuel Hall, William A. Parke, John R. Van Meter, W. P. Sallady and W. J. Whitehead are the incorporators.

* * *

The West Side Feed Company, of Canton, Ohio, will handle a general feed, grain and hay business in that city. The company was organized recently with a capitalization of \$25,000, W. C. Saylor, C. C. Bungard, C. H. Lothany and others being interested.



THE Chamber of Commerce, through the head of the Traffic Bureau, George A. Schroeder, is making a protest to the Interstate Commerce Commission regarding the action of the Chicago, Milwaukee and St. Paul Railway on transit privileges. Mr. Schroeder charges that the railroad company limits the application of its transit privileges at Milwaukee to the delivery of outbound shipments of flour, malt and other grain products to rail connections at Milwaukee and refuses to make delivery to the lake line docks, whereas on shipments from Western milling points the railway company makes delivery direct to the lake line docks at Milwaukee.

Mr. Schroeder declares these new conditions are brought about by the divorce of the standard lake and rail lines. Previous to this year the lake lines owned and operated by the Eastern railroads published through rates from Milwaukee to Eastern points which included all services from the different industries located on the railway tracks in Milwaukee.

The newly organized Great Lakes Transit Corporation, which now operates the boats previously owned by the New York Central, Pennsylvania and several other Eastern roads, has refused to continue in effect the switching or cartage arrangements formerly applicable on traffic shipped by Milwaukee millers and maltsters, says Mr. Schroeder, notwithstanding the fact that the Lehigh Valley Transportation Company or Canada Atlantic Transit Company accepts through shipments on the same basis as heretofore.

* * *

A. A. Breed and F. F. Clapp have been reappointed as chief weigher and chief inspector of the Chamber, respectively, both having given long and satisfactory service to the members of the Chamber and the board of directors.

* * *

The Chamber of Commerce was granted permission to intervene in the Interstate Commerce Commission hearing on the appeal of the Grand Trunk Railway of Canada that it be granted the right to continue operating its lake boat line under the Panama

Canal Act. The Grand Trunk line has maintained that since its Western terminal is at the east end of the lakes, it therefore does not compete with other railroads to Western points, and that therefore it should not rightfully be asked to come under the provisions of the Panama Canal Act.

* * *

President Charles A. Krause aroused considerable interest among the members of the Chamber of Commerce when he stated that it is time for the board to begin to think of the time when a new building must be erected to take the place of the present Chamber building. He intimated that although the lease on the present quarters will not expire for several years, it is still wise to begin to think about contingencies in the future, so that nothing would be done later without giving it the proper amount of thought.

The present quarters of the Chamber have been occupied for about thirty-five years out of sixty years' history of the present organization. This has also been used as an argument for the erection of a new building.

* * *

A resolution has been adopted declaring that the differences between the railroads and their employes, regarding wage contracts which have been threatening to develop into a strike, should be submitted to arbitration methods for settlement. The Chamber takes the stand that such action is only the right of the public in this matter.

* * *

Changes in the method of assessing switching charges in Milwaukee have been authorized by the Railroad Commission of Wisconsin. In the first place the Commission did not grant the request of the railroad companies but left the general switching rate at one cent per hundred weight. The Commission established a switching charge between team tracks and industries, and between team tracks of 1½ cents per hundred weight. The rate has been on a distance tariff basis. The Commission also changed reciprocal switching to one cent per hundred weight, which is lower than the present rate.

* * *

The May report for Wisconsin crops proves to be unfavorable in many respects. The production of winter wheat promises only 1,480,000 bushels compared to 2,300,000 bushels a year ago. This practically means about half a crop.

The rye prospects are not very satisfying with estimates for the state of 6,450,000 bushels, compared with 7,770,000 bushels as the actual yield a year ago. In view of the fact that estimates will be still further cut down before the harvesting season, the prospects are not very encouraging.

Meadow conditions of Wisconsin are given at only 79 per cent compared with a 10-year average of 87 per cent. Spring pastures are rated at only 76 per cent for the state, compared with a 10-year average of 84. This also indicates a decisive slump in prospects for early grass and hay.

* * *

Trade in grain is pretty well maintained at the Milwaukee Chamber of Commerce, the total receipts for the first week of May being 802 cars, compared with 759 cars in the week before and 603 cars a year ago. There is an increase in business of about 25 per cent compared with a year ago. The receipts for the week mentioned were composed of 184 cars of barley, 88 cars of corn, 445 cars of oats, 43 cars of wheat, 36 cars of rye and six cars of flax. These figures indicate that barley and corn are the two principal grains in the present trade, these making nearly three-fourths of the aggregate business. Offerings of corn are still very small, although this is expected to be the time of the year when there should be a more vigorous corn trade.

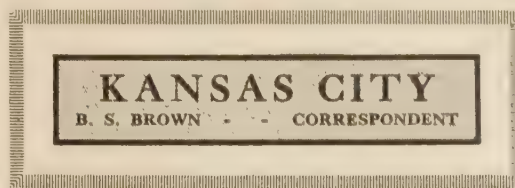
More barley is coming in than a year ago. The demand is quiet but the offerings of really good barley are taken quite readily, but there is no brisk market for the inferior kinds. Brewers and maltsters are just moderate buyers.

The corn market is rather strong. The small offerings are wanted both by shippers and by the

local industries. Trade of 88 cars in a week compared unfavorably with 178 cars for the corresponding week a year ago.

There are large offerings of oats with 445 cars compared with 211 cars a year ago. The trade is more than twice as large as a year ago. Offerings of choice goods command a premium in the market. Trade is active both for local and for shipping purposes.

The shipping demand for rye is good with just moderate offerings. Prices have ranged early in May at from 95 to 99 cents per bushel.



ALTHOUGH the wheat acreage of Kansas this year is the smallest reported in three years, and the condition the lowest, the first 1916 crop report, issued recently by J. C. Mohler, secretary of the Kansas State Board of Agriculture, gives the Sunflower district a possible wheat crop of nearly 126,000,000 bushels, should the present outlook hold. Mohler himself makes no estimate of the possible or probable yield, simply making the report of a canvass made by 1,500 crop correspondents on April 17. The estimated area sown is 8,454,000 acres; the probable loss is 434,000 acres. The principal causes of loss and damage, in order named, are as follows: winter killed, dry weather, Hessian fly, late sowing and winds. A more optimistic report is that of E. J. Smiley, secretary of the Kansas Grain Dealers' Association, who predicts 155,000,000 bushels of wheat for Kansas this year. An expert who makes up his figures from returns from millers, bankers and grain men of Kansas estimates the crop 20,000,000 to 25,000,000 below those sent out by Mr. Smiley. But it is noticeable that even the most conservative prognosticators predict a banner year for the state.

* * *

The new Norris Elevator, in the East Bottoms, is being given its first try-out, a car of wheat being unloaded there recently. This elevator is one of the finest in Kansas City. It has a capacity of 900,000 bushels and is fireproof. Electric power is employed.

* * *

The receipts of prairie hay on May 8 equaled the world's record for a single day with the exception of a day in September, 1915. The large shipment amounted to 161 cars. The hay supply on that day, 225 cars, was one of the largest ever received on the market. A total of 225 cars came in here on May 2, including 161 prairie, 46 alfalfa, 12 timothy, 5 clover mixed, and 1 straw.

* * *

The new branch office of the Orthwein-Matchette Company is fully established on the first floor of the Board of Trade Building. The quarters are finished in a novel, but attractive color scheme, of gray and a mud-colored white. The blackboards are all of dark green. This office will be the headquarters for the cash grain department, and a branch for future tradings. Cort Addison, manager of the cash grain department, is in charge.

* * *

After being a successful grain buyer in central and western Kansas for the past 15 years, M. P. Thielen of Lucas, Kan., has sold his interests in his elevator to the Derby Grain Company, of Topeka, and will engage in the automobile business. The valuation of the place was given as \$6,500.

* * *

The demand from the seaboard for shipments from this territory continues, with a slight decrease from the orders coming from the Southern States. There seems to be very little change in the grain movement over last month. The railroads have opened up transportation to the West from Baltimore which has somewhat facilitated the movement of corn. Heavy delivery on May contracts are read-

ily absorbed by the large consuming interests in the East, who are taking the corn offered. Oats are still a stagnant commodity, but very little demand coming from any quarter for them. The expected Southern demand has not developed and in all possibilities, all the surplus oats that remain in this territory will remove to the Eastern sea ports.

* * *

The shortage of cars, which has been so serious for the past four months is becoming much easier. In fact since the middle of April the call has been somewhat lighter. Some contracts were canceled, owing to the shortage, but in the past three weeks, conditions have very much improved and cars can be obtained at will by applying. The serious part of the season is over, as the movements become lighter, but while the shortage was in effect, it was hard on the dealers. The Missouri Pacific had a special series of I. G. M. cars, which made many shipments far behind. For a short period the Burlington put an embargo on Kansas City.

* * *

The greatest harvest hand shortage in years in Kansas is feared by officials of the Free State Employment Bureau. After crop reports showed such excellent conditions on the farms, the problem of sufficient help sprang into public notice. The Kansas Labor Bureau will begin collecting data on the prospective crop and the number of hands in each of the wheat counties about the middle of May. If the crop is as much as 125,000,000 bushels, as freely predicted, nearly 50,000 hands will be needed. Farmers in the western part of the state are contracting for local labor as much as possible, having a feeling that men are going to be mighty scarce.

* * *

By a vote of 111 to 3, the Kansas City Board of Trade decided to establish the proposition of trading in 1,000-bushel lots of grain futures. There was no immediate appreciable increase in the volume of 1,000-bushel lots, but brokers here are of the opinion that there will be a large business eventually. Country elevator men and shippers are to be encouraged to use the 1,000-bushel lot facility as a means of hedging their purchases and protecting their holdings against losses on declining markets during the period of transit. It is believed, also that there are numbers of speculators who will trade in the small lots of futures in preference to investing in lots of 5,000 bushels or over.

* * *

The price of Kansas City Board of Trade memberships made another jump recently when Mason Hawpe, step-son of C. C. Orthwein, bought a certificate for \$6,500, transferred. Mr. Hawpe has been in Mexico for several years, leaving there on account of war conditions. He will establish a grain brokerage business here. Two other new members on the board of trade are Charles W. Avery, of the Lonsdale Grain Company, and R. A. Kelly of the Norris Grain Company.

* * *

The Hodgson-Davis Grain Company has opened new offices in rooms 12 and 13 on the ground floor of the Board of Trade Building. They were formerly on the fourth floor, but relinquished their quarters there to allow the expansion of the trading hall to take place.

* * *

Jerome E. Dyer has bought the entire interest of his brother, Herbert A. Dyer, in the Dyer Brothers Hay Company. The business will be carried on along the same lines, and the same policy as in the past will continue, that of a general incoming and outgoing hay business.

* * *

Over one thousand managers of grain elevators out of the grain belt states are expected here to attend the fifth annual convention of the National Association of Managers of Farmer Co-operative Elevators, May 25 to 27. Headquarters will be at the Coates House, where most of the program will be held. Eleven states were represented at last year's meeting in Minneapolis and more than six hundred delegates were registered, so the officials of the Association are looking forward to a large

and enthusiastic attendance. President B. C. Moore of the Board of Trade has appointed a special committee consisting of the following, for the entertainment of the visitors: A. L. Ernst, E. E. Roaben and W. B. Lincoln.

TOLEDO

E. F. BAKER - - CORRESPONDENT

THE condition of the new crop in this section might be better than it is and it might be a great deal worse. The wheat has suffered considerably from winter-kill but oats in the main is doing pretty well. Some complaints have come in of failures because of poor seed in early planting and some sections have complained of the ground being too wet, but the general report for this section is that conditions are normal and a good crop can be expected.

Receipts of grain from Duluth by lake have been heavy during the past week. Grain men are anxious to move their supplies and complaints are made from other shippers that freight rates are being boosted by grain dealers and millers to something over five cents a bushel on lake boats. No boats have gone out from here as yet with grain supplies, according to Archie Gassaway, secretary of the Produce Exchange, but it is probable that the lake movement on grain this season will be heavy.

* * *

Charles H. Allen, manager of the Agricultural Bureau of the Commerce Club, gave an address before bankers, farmers, officials of commercial bodies, editors and others of northwestern Ohio and southern Michigan, at the Commerce Club, recently. Mr. Allen made the startling statement that "Ohio farmers lose money in every bushel of wheat they produce, the loss being in the raw material, which includes the drain on the productiveness of the soil. The farmers of Ohio and of the United States for that matter should let Canada raise the wheat and should turn their attention to those crops which put back into the soil all the productive elements that are taken from it." Mr. Allen predicted a city of 500,000 inhabitants and 10 miles of factories along the Maumee River for Toledo. Howard I. Shepard, vice-president of the Ohio Savings Bank & Trust Company, also gave a talk, "The Federal Reserve Act, being his topic. He said that the time is coming when the country banks will be forced into the Federal reserve system because it is only through their bankers that the farmers can learn of the benefits they are receiving from this system. There were about 200 persons present.

* * *

The Richwood Grain Company has been organized at Richwood, Ohio, with the following officers elected: President, Walter Hartman; vice-president, J. D. White; secretary, J. D. Dunnigan; treasurer, Guy Cramer; manager, R. R. Gill. The capital stock is \$15,000.

* * *

A recent dispatch from Ottawa makes the statement that A. P. Sandles, former president of the state agricultural commission, has been offered the presidency of the Maryland Agricultural College at a salary approaching \$10,000 per year.

* * *

The Interstate Commerce Commission under a recent ruling decided that a charge of \$2 a car for service in connection with the reconsignment of carload shipments of grain, grain products, hay and straw, stopped in transit at certain so-called "hold" points and subsequently forwarded is justified. The Commission also holds that the same charge for service in connection with the diversion of similar shipments en route to "hold" points is not justified. The Commission disapproved a provision of the tariff of the carriers which gave them the option of forwarding cars to destination after accrual of \$5 demurrage charges.



THE GRAIN OF BABYLONIA

Herodotus, fondly called by the Greeks the "father of history," wrote 2,350 years ago: "This territory is, of all that we know the best by far for producing grain. As to trees, it does not even attempt to bear them, either fig, or vine, or olive; but for producing grain it is so good that it returns as much as two hundred fold for the average, and, when it bears at its best, it produces three hundred fold."

JULIUS CAESAR

The Barber (affectionately)—Would'st thou a hair-cut?

Caesar (deep bass voice)—No!

The Barber (after a judicious pause)—Wouldn't thou a polish of an ebon light on thy jade boots?

Caesar—No!

The Barber (Caesar in his overcoat)—Would'st of the mosaic switchbroom a few?

Caesar (going up the basement stairs)—No!

BREAD IN OLD LONDON VI.

In the reign of Edward III. (says Robert Chambers) mention is made of a light, or French, bread, made in London (and resembling Simnel, probably) and known by the name of "wygge," an appellative still given in Scotland to a kind of small cake.

THE DEATH-AD

There was living at a great age, in Providence, a celebrated statesman whose "life" was in type on the galleys of the morning paper. At last it was understood the statesman lay very low, and, one night, about 1 o'clock, a death notice was paid for at the counting office. On this the newspaper appeared, a few hours later, with the entire "life" and columns of editorial eulogium.

The next day news was received from the statesman's home that he still lived. This offered the newspaper opportunity to express its joy and renew its eulogiums. Some time after 1 o'clock the next morning the death-ad. was again paid for, and appeared in the regular issue.

But news came from the great house on the hill that the statesman still lived.

On this the editor posted the following at the head of the regular paid death notices: "Notices of death, to secure insertion, must hereafter be accompanied by the corpse—not necessarily for purposes of insertion, but as evidence of good faith."

CASTING AN ANCHOR TO WINDWARD

The droll Arabian humor that lies in the story of Ali Hassan, the husbandmen, was carried by the Moors into Spain, and is reflected in the following most characteristic Spanish tale:

The high and mighty Don Volcan y Rebelon de Huelva had made an awful life-record as a bandit duke of the Huelvan mountains. The Pope and the Christian kings, while conceding that he was a terror to the Mohammedans, and acknowledging that he was a prince of the true Church, yet sent messenger after messenger into the fastnesses of Huelva, bearing the most urgent protests against his outrages upon Christian travelers, and the most potent warnings that the Don's soul was in the utmost peril.

These messengers the fiery Don either murdered or enslaved, and continued to plunder the harvesters of Huelva, and to capture all cavalades, caravans and mule-trains that ventured into the defiles of his mountainous realm, increasing the great number of his bloody crimes and adding to the vast accumulation of his worldly goods.

There was one Duke in Iberia to whom he must at last pay homage and that potentate was time itself. For now it was known through Portugal, Leon, Castile, and Aragon that the terrible Don Volcan was lying low in his final hours. And the

heart of all the Christian kingdoms was stirred upon the peril that confronted the expiring Don, for he had not thought of dying, and had murdered all the holy fathers who had labored anywhere within or near his realm. Unless he could be reached by a priest, this mighty Christian Duke must travel straight to the Devil. He must go from Huelva to—the underworld! And that in itself would be a never-to-be-wished for triumph of the Caliphs in the southeast. So, at the earnest desire of her High Majesty the Queen, there went forth from Compostello, the tomb of St. James the Apostle, by royal express and by sail around Spain, from Galicia to Huelva, the blessed Padre Ignacio, bearing the most holy crucifix in Spain. And through dangers and fatigues that need not be here recorded, the holy Padre at last reached the castle, and found the wicked Duke still conscious. The Father proceeded hastily to the priestly functions for the dying, extended the redeeming cross to the lips of the now penitent son of the church, and thus accomplished a great deed of faith for Christendom.

As for the blessed Padre Ignacio himself, he did not care to recommend this wicked ruler to the respect of Christian mankind, and, so soon as the viaticum had been safely administered, he, the Padre, proceeded to dilate on the long-continued wickedness of Don Volcan, and on what the Devil would have done to him but for the timely arrival of the very cross of Compostello itself. For the first 10,000 years Satan would have sent Don Volcan toiling up the mountains, at the head of goods-trains, that he might be hurled from the cliffs at the most frightful passes. Then, for 10,000 years, to be boiled in oil; then, the like term to be burned in asphalt—because, for every cunning sin there had once been in the heart of the now redeemed Don Volcan, Satan boasted a thousand more cunning abominations; then again—and—

"Most blessed Padre," faintly interposed the now dying Don, "I fear that my Lord the Devil has been very lightly spoken of."

IN A COLORADO MUSIC HALL

Proprietor (rising)—The beautiful and virtuous Mistress Annie Annandale will now sing "Down in the Valley."

(A drunken miner rises and loudly denounces Mistress Annie Annandale as being neither beautiful nor virtuous.)

Proprietor (again rising, gun in hand)—Nevertheless and notwithstanding, Mistress Annie Annandale will now sing "Down in the Valley!"

FARMING IN BROBDIGNAG

The King of Brobdignag gave it to Gulliver as his opinion that whoever could make two ears of corn (wheat) or two blades of grass to grow upon a spot of ground where only one grew before, would deserve better of mankind, and do more essential service to his country than the whole race of politicians put together.

MIXED DRINKS

Drury Underwood tells of a young man in Wisconsin who tired of being a tinner, and bought and studied a book on mixing drinks. Armed with this authority he arrived in Chicago, and by chance got a place on the night shift of a great city bar. The retiring barkeep showed the novice where things were generally, and turned over to him a gentleman who was very slowly putting on his skates. He was willing to drink any mixture if the barkeep in return would listen to his tale of woe. Beginning about midnight the morning watch, coming on at 8 o'clock, found the patron still able to hold on to the bar and explain how it all came about. "Here, Bill," said the new barkeep, handing over an open book, "this geezer is all right, and I've got him straight up to page 42"



ELEVATOR AND GRAIN NEWS

SOUTHERN AND SOUTHWESTERN

At Dublin, Ga., the Cochran-Smith Company was formed to handle grain, etc.

A new elevator of 25,000 bushels' capacity is being installed at Duncan, Okla.

The Patton-Rardin elevator located at Woodward, Okla., has been taken over by W. E. Benson.

The grain elevator of the Carolina Grain & Elevator Company located at Anderson, S. C., is to be sold.

The elevator of the Patton-Rardin Grain Company at Texhoma, Okla., was sold at public auction.

B. M. Athey, representative for a line concern, has taken over the elevator of Mills Bros. at Nash, Okla.

Attempts are being made to have a large elevator established at Prague, Okla., by S. W. Hogan and E. W. Sibley.

The capital stock of the Farmers' Elevator Company of Electra, Texas, has been increased from \$5,000 to \$15,000.

Plans have been perfected for E. W. Harrison for a new grain elevator at Hereford, Texas. The plant will cost about \$15,000 for erection.

The recently formed Farmers' Elevator Company of Rosston, Okla., has arranged for the erection of a fireproof elevator building with a capacity for 15,000 bushels.

An addition is to be built by the Tyrone Equity Exchange of Tyrone, Okla., adjoining its present building. The contract for the machinery, etc., has already been let.

At Cartersville, Ga., for the purpose of buying and selling grain, etc., the Cartersville Grain & Provision Company was incorporated with J. F. Dunn as manager.

The Yukon Mill & Grain Company of Yukon, Okla., is building a large 500,000-bushel elevator there. The plant will be 120 feet high and be built of reinforced concrete.

The Hobbie Grain Company, Montgomery, Ala., has awarded Burrell Engineering & Construction Company of Chicago, Ill., with contract for a 100,000 bushels' concrete elevator.

The Farmers Grain & Elevator Company of Foraker, Okla., was incorporated by D. J. Edwards, W. H. Metcalf and D. C. Edwards. The company is capitalized with stock of \$5,000.

Ralph Hardwiger, E. H. McLaughlin, Fred W. Benson, *et al.*, have organized at Ingersoll, Okla., capitalized with \$5,000, a federation, composed of farmers, to build a new elevator.

At Vega, Oldham County, Texas, the Farmers' Elevator & Storage Company was formed, capitalized with stock of \$5,000. J. E. May, J. I. May and H. R. Shields were the organizers.

Mr. McCarthy has bought his partner's interest in the McCarthy & Thorpe Grain Company, operating at Hydro, Okla. R. R. Thorpe was formerly interested in the company with him.

Capitalized with stock of \$10,000, the Burlington Grain Company was formed at Burlington, Okla. C. D. Gulick, Geo. F. Cook, O. G. Prewitt and B. J. Lambert were the incorporators.

George B. Matthews & Son of New Orleans, La., closed contract with the Burrell Engineering & Construction Company for a new wooden elevator of 50,000 bushels' capacity at Harvey, La.

The Farmers' Co-operative Association of Helena, Okla., has been formed, capitalized with \$5,000 stock. The organizers of the concern were: W. A. Glasgow, A. B. Keahler and R. P. Bouse. The company is interested in the erection of a grain elevator.

The J. A. Hughes Grain Company was formed at Howe, Texas, capitalized with stock of \$20,000. J. A. Hughes, C. E. Davis and J. R. Bobbitt were the organizers. The company will build an elevator and sheller plant costing about \$5,000 each. The company will also install a chop mill, cleaner and clipper.

Eight grain storage bins are to be built at Blackwell, Okla., for the Blackwell Mill & Elevator Company. The plant will have a capacity of 160,000 bushels of wheat and be of reinforced concrete construction. The same concern anticipates ex-

pending \$100,000 in other improvements and additions to the mill and elevators.

Capitalized with stock of \$14,000, the San Saba Mill Elevator Company, San Saba, Texas, has been formed by J. I. Carson, J. W. Dry and T. C. Henry.

The Redding Grain Company, capitalized with \$15,000 stock, was recently organized at Jacksonville, Fla. J. M. Redding is president; H. T. Howard, vice-president; L. W. Howard, secretary and treasurer.

For the purpose of buying and dealing in grain, the Farmers' Federation was formed at Carmen, Okla., with capital stock amounting to \$8,000. H. H. Sellers is president; W. H. Collins, vice-president; M. S. Boyce, secretary, and L. R. Springer, treasurer.

The Tidewater Milling Company has been formed at Sturgis, Ky., to conduct a general grain and milling and water supply business. The capital stock of the concern amounted to \$15,000. C. C. Hammack, W. W. Slaton and A. Lee Radford were the incorporators.

For the purpose of conducting a wholesale and retail grain and feed business at Vinton, La., the Vinton Grain Company was formed, capitalized with stock of \$5,000. M. E. Goodman is president; J. E. Joseph, vice-president; W. H. Culpepper, secretary, and R. C. Miller, treasurer.

ILLINOIS

C. H. Wagner has disposed of his elevator located at Washington, Ill.

Joseph Connerly has purchased the elevator located at Millersville, Ill.

The Murrayville Elevator Company of Murrayville, Ill., filed articles of incorporation.

Munson Bros., of Windsor, Ill., bought recently the Morris & Stone elevator, located at Gays, Ill.

A modern elevator is to be built at Chenoa, Ill., to replace one built in 1870 by Churchill & Abbott.

At Bushnell, Ill., with capital stock of \$50,000, the George W. Cole Grain Company was incorporated.

At Rantoul, Ill., the Sharp Elevator Company was organized to buy and sell grain, capitalized with stock of \$7,500.

The elevator of John Daly at Philo, Ill., was bought recently by James O'Neil and Jacob F. Plotner. Consideration, \$8,100.

Articles of incorporation of the Junction Elevator Company at Junction, Ill., have been amended, changing the capital stock from \$2,500 to \$5,000.

The Shontz Grain Company, Smithshire, Ill., has let a contract for a 20,000-bushel elevator of cribbed construction to the Burrell Engineering & Construction Co.

The grain elevator at Beason, Ill., has been sold to the Farmers Grain Company by the Shellabarger Milling Company of Decatur. Possession was given on May 1.

At Thomasboro, Ill., the Sharp Elevator Company was recently formed by L. J. Saddoris, J. Sharp and John D. Welken. The capital stock of the concern aggregates \$7,500.

Attempts are being made to have a farmers' company organized in the vicinity of Weldon, Ill., for the purpose of building and conducting a farmers' co-operative elevator.

Negotiations were recently closed transferring the elevator of P. A. Felter at Eureka, Ill., to the Eureka Farmers' Co-operative Association. The consideration as named was \$20,000.

Plans are being made for the new grain elevator for the Watseka Farmers' Elevator Company, Watseka, Ill., costing about \$12,000. The plant will have a capacity of 40,000 bushels.

The Macdonald Engineering Company of Chicago, Ill., has been awarded the contract by the Samuel Hastings Company of Cairo, Ill., for the construction of a large elevator replacing the one which burned not long ago. The investment will amount to \$50,000, and the plant will be ready for operation by September 15. The building will occupy the old site and will be of concrete and steel construction. The plant will have a handling capacity of 8,000 bushels an hour with storage capacity of 102,000 bushels. A 2,000-bushel car can be unloaded in

15 minutes by the power shovels of the elevator. All the machinery will be equipped with roller bearings, and the equipment will include the most modern and up-to-date machines.

The Buckley Farmers' Grain Company of Buckley, Ill., bought the Morgan elevators there recently. The north elevator was of 55,000 bushels' capacity and the south elevator has capacity of 50,000 bushels.

At Evans Station, north of Lincoln, Ill., a new grain elevator has been built. A round steel tank, 26 feet in diameter, 45 feet high, is divided into four bins of 3,000 bushels' capacity each. The building is fireproof.

IOWA

L. C. Bremer of Ocheyedan, Iowa, has bought an elevator at Lester, Iowa.

An automatic scale was installed in the elevator of J. F. Krob at Ely, Iowa.

Paul Peterson has contracted for the building of an elevator at Marshalltown, Iowa.

The elevator at Brayton, Iowa, has been purchased by Bunton & Nichols of Atlantic.

The plant of King Wilder Grain Company at Kiene, Iowa, was put into operation recently.

A new 54x64-foot lumber shed is being built at Watkins, Iowa, by the Watkins Grain Company.

A spout holder has been installed in the plant of the Farmers' Elevator Company at West Bend, Iowa.

Contract has been let by Paul Paulson for the construction of an elevator of 15,000 bushels' capacity at Zearing, Iowa.

S. E. Squires Grain Company has sold its elevator and business at Des Moines, Iowa, to the Clark Brown Grain Company.

The elevator located on the Rock Island road at Livermore, Iowa, has been bought by the St. Johns Grain Company of Worthington, Minn.

A deal has been closed by the recently formed Farmers' Elevator Company at Clarksville, Iowa, whereby it becomes owner of the Voss & Christensen grain business.

J. & R. Grain Company has disposed of its elevators located at Belmond, Palsville (no. p. o.), and Latimer, Iowa, to the King-Lamb Company of Breckinridge, Minn.

At Cambridge, Iowa, the Farmers' Grain Company was formed. Directors: F. Larson, D. Ingalls, H. A. Early, John Fatland, K. Nelson, Marion Scott and Chas. Richardson.

Greig & Zeeman of Harris, Iowa, has let the contract for extensive improvements on its elevator at Ocheyedan, Iowa, to the Burrell Engineering & Construction Company of Chicago.

J. J. Toop is president of the recently organized Farmers' Elevator Company of Sac City, Iowa. The company has bought the Howard & Jones elevator and will take possession on June 1.

The Farmers' Elevator Company of South English, Iowa, has let the contract for the erection of a new grain elevator and storage bins. The capacity of the plant is to be 25,000 bushels.

A. W. Ruth is president and L. B. Long secretary of the recently incorporated Whiting Farmers' Co-operative Elevator Company, Whiting, Iowa. The capital stock of the concern amounts to \$25,000.

Farmers in the vicinity of Dickens, Iowa, met recently to form a farmers' elevator company. The capital stock amounts to \$25,000. Chas. Culver is president and A. C. Somers, secretary and treasurer.

At Westgate, Iowa, a farmers' elevator company has been formed with L. Leyh as president; G. E. Wingar, secretary, and F. C. Oltrogge, A. Richie and Phillip Sorge as directors. Capital stock \$10,000.

Contract has been let by the Stockdale & Maack Company of Walcott, Iowa, for the construction of an addition to its elevator, which will have a capacity for 10,000 bushels. The Burrell Engineering & Construction Company of Chicago have the contract. The building will consist of six concrete tanks, 62 feet deep, and equipped with modern conveying machinery. The addition is to be completed by August 1. The present plant was built in 1914 after the old elevator had been consumed by fire. The

officers of the company are: President, J. E. Stockdale; vice-president, G. Stockdale; secretary, treasurer and general manager, Louis Maack.

Papers of dissolution have been filed for the Farmers' Elevator Company at Dysart, Iowa. The elevator is to be sold at public auction.

Farmers in the vicinity of Slifer, Iowa, have formed a Farmers' Elevator Company. The officers of the company are: L. H. Ewing, president; Ben Hanson, vice-president; C. L. Erritt, secretary; Oscar Madson, treasurer.

The Mystic Milling Company of Leeds (Ind. Stat. Sioux City), Iowa, has made arrangements for the erection of four reinforced concrete storage tanks. The total cost of erection will be about \$12,000. The capacity of each of the tanks will be 10,000 bushels, which with the interspace, will furnish room for 50,000 bushels.

INDIANA

The Farmers' United Grain Company of Hamlet, Ind., has dissolved its corporation.

A. M. Bohnert is interested in the construction of an elevator and warehouse at Jasper, Ind.

The Gas City Elevator Company, Gas City, Ind., has arranged for the erection of a grain elevator.

The parties who recently bought the elevator located at Fulton, Ind., are overhauling and restocking their plant.

The plant formerly owned by Jordan & Conarroe at Kempton, Ind., has been bought by the Kempton Elevator Company.

The Loughry Bros.' grain elevator, located at Yeoman, Ind., is being raised. A new foundation is to be placed under it.

James and Terrence Eckerty and Chas. D. Luckett are directors of the recently formed C. Eckerty Sons Company, of Eckerty, Ind.

A 25,000-bushel elevator is to be built for the Farmers' Co-operative Company at Winamac, Ind. The contract has already been let.

E. Baumgartner of Milford, Ind., has installed in his elevator a new 22-horsepower kerosene engine, made by the John Lanson Manufacturing Company of New Holstein, Wis.

J. W. McMillen & Son have established headquarters at Fort Wayne, Ind., and after May 15 all correspondence and telegrams may be addressed there. They recently bought the transfer grain elevator on the G. R. & I. tracks in that city.

At Portland, Ind., the recently formed Portland Equity Exchange has opened up a grain, stock and farm products business. Capital stock of the company amounts to about \$20,000. C. P. Strauss, Jas. L. Meyers, Jacob Haley, J. L. Peters and Frank A. Straley are the directors.

A new elevator is under course of construction at Waveland, Ind., for Newton Busenbark of New Market. The main building will be 24x32 feet, with separate offices, and will be equipped with scales and dump with storage capacity for 16,000 bushels. Sheller, cleaners, etc., are to be installed, making it up-to-date in every respect.

OHIO AND MICHIGAN

Samuel Honr's elevator and feed mill, located at Petoskey, Mich., was purchased by Elmer Kilpatrick.

O. D. Van Deboget disposed of his elevator at Stanton, Mich., to W. E. Rasmussen, who will conduct same.

Motor trucks now take the place of teams, wagons, etc., of the Willey Grain Company at Hamblton, Ohio.

A spout holder has been bought by the Luckey Elevator Company of Luckey, Ohio, and installed in the plant.

A new grain elevator is to be constructed at Rogers, Ohio, by Blinsley & Co., feed dealers of Lisbon, Ohio.

The Equity Union at Funk, Ohio, bought the Taylor elevator and contingent property. Possession to be given on July 1.

The Ottawa Grain & Milling Company of Ottawa, Ohio, has arranged to remodel its plant and install new and modern machinery.

The elevator and feed business of W. F. Nicolai at Hopkins, Mich., was sold by him to the Corlett-Stone Lumber & Coal Company.

Burglars entered the office of the elevator of Charles Burgess at Sidney, Mich. The yeggmen took all the keys to the building.

The property of the Seloto Milling Company of Selotville, Ohio, including elevator and all real estate was sold to Jackson Cropper.

The elevator of L. A. Funk & Son located at Jeromeville, Ohio, was purchased by the union which was recently organized there.

Articles of incorporation have been filed for the Richwood Grain Company of Marysville, Ohio, capitalized with a stock of \$15,000. President, W. Hart-

man; vice-president, J. D. White; secretary, J. D. Dunnigan; treasurer, Guy Cramer.

The Farnam elevator at Deshler, Ohio, has been sold to G. O. Cruickshank of Lepsic.

Madill Grain & Elevator Company's lumber business at Madill, Ohio, has been disposed of to C. H. Wright of the Madill Lumber Company.

The elevator property of F. N. Crockett at Greenspring, Ohio, has been bought by the Greenspring Co-operative Company. The company was just recently organized.

The People's Elevator Company of Fremont, Ohio, has bought up the elevator owned by Gottron Bros. at that place. The concern also expects to build a new elevator plant.

The Hankey Mill Company of Petoskey, Mich., have bought the new elevator located at Onaway, Mich. The elevator has a capacity of 20,000 bushels of grain and was formerly owned by D. and D. Mahoney.

The Cass City Grain Company, located at Cass City, Mich., has arranged for the construction of a modern elevator. The company now owns seven elevators. The plant and equipment will cost about \$60,000.

MINNESOTA AND WISCONSIN

J. W. Duff sold his elevator located at Dane, Wis., to M. Esser.

F. S. Henckle has sold his grain elevator at Adell, Wis., to E. H. Peterson of Green Bay.

A new elevator may be constructed at Norwood, Minn., by the Security Elevator Company.

A new elevator may be built at Dovray, Minn., by the Westbrook Farmers' Elevator Company.

Harry V. Curry has sold his elevator and grain business at Crookston, Minn., to Orin Daniels.

T. F. Williams has disposed of his elevator at Beaver Dam, Wis., to J. C. Williams of Fox Lake.

A grain drying plant is to be built at Milwaukee, Wis., for J. H. Murphy. The plant will cost \$90,000.

A new elevator of 40,000 bushels capacity is to be built by the Farmers' Elevator Company at Oslo, Minn.

The Monarch Elevator, located at Ulen, Minn., is now the property of Ole A. Knutsen and George Moebbeck.

The Farmers' Elevator Company expects to negotiate for the Imperial Elevator, located at Stephen, Minn.

Farmers in the neighborhood of Cyrus, Minn., have arranged for the erection of a new elevator there this spring.

A site has been granted Matt Simenitsch at Moorhead, Minn., on which he will construct a grain elevator this spring.

A. J. R. Bjurstrom is the new proprietor of the elevator plant of the Maple Plain Elevator Company of Maple Plain, Minn.

The Farmers' Elevator Company of Heron Lake, Minn., has disposed of its tile business to the Peterson Lumber Company.

A new galvanized iron roof has been placed on the elevator plant of the Farmers' Co-operative Company at Spencer, Wis.

The Farmers' Elevator Company of Ellendale, Minn., has installed an electric motor in its elevator plant to run a feed mill.

G. A. Ruhmer & Son sold the property of the Milwaukee Elevator Company, Clinton, Wis., to the Associated Farmers' Company.

The Bartlett-Frazier Company of Chicago, Ill., has bought from the Western Elevator Company the elevator located at Manitowoc, Wis.

The Niels Elevator Company at Sauk Rapids has bought up the elevator and potato warehouse of J. C. Bargabos, located at Royalton, Minn.

It may be that the Imperial Elevator Company will dispose of its elevator at Kennedy, Minn., to the Farmers' Elevator Company of that place.

Geo. Johnson now owns the Stewart elevator at Morris, Minn. New office, and dump scales, together with several repairs, are contemplated.

The elevator company of Biscay, Minn., has rented the elevator of Steinkopf & Nielsen of Hutchinson. Business was started by the farmers' elevator company on May 1.

A new farmers elevator company was formed at Browntown, Minn., not long ago. F. W. Albrecht of Penn is president and A. S. Holmes of Round Grove, secretary.

Twelve invincible machines, manufactured by the Invincible Grain Cleaner Company, have been installed in the elevator of the C. & N. W. Railway at Milwaukee, Wis.

The Capitol Elevator Company, Duluth, Minn., has amended its articles of incorporation as follows: Article III amended to read in part that the "Capital stock of said corporation shall be \$1,000,000." Article IV be amended to read in part

that the "highest amount of indebtedness or liability shall be \$5,000,000." Article VII, "capital stock of said corporation shall be divided into 10,000 shares of par value of \$100 each."

T. M. McEnrow is president and Geo. Beck is secretary of the recently formed Farmers' Elevator Company, of Donaldson, Minn. The company plans to build a new elevator.

The A. Huhn Elevator Company at Minneapolis, Minn., has arranged for renovating the elevator tanks, remaining from the fire of last year, and building an addition of 200,000 bushels' capacity, to the plant.

Incorporation papers have been taken out for the Winnebago Farmers' Elevator Company of Winnebago, Minn. The company will deal and handle grain, feed, etc., and store same. The capital stock of the concern is \$25,000.

The grain elevator, a landmark of Adrian, Minn., is being razed. It was built about 26 years ago by E. J. Porter. About 16 years ago he sold it to J. E. and Wm. Faragher. The Faraghers used the plant until two years ago, since which time it has been idle.

The Parry Grain Company of Milwaukee, Wis., has changed its corporate name to the Parry Grain & Milling Company. The concern will erect a new six-bin elevator of concrete construction, 36x43x100 feet, at Chicago. T. W. Parry is secretary of the concern.

The Twin City Trading Company, a holding company for the Albert Dickinson Company of Chicago, has made plans for the erection of an elevator at Minneapolis, Minn., which will bring the total capacity of the company's storage in that city to 1,500,000 bushels.

The new Soo Elevator located at Minneapolis, Minn., has been leased by the Bartlett-Frazier Company of Chicago. The addition of this house to the elevator capacity of the Bartlett-Frazier Company makes a total of 8,500,000 to 9,000,000 bushels. The company has elevators located in Chicago, Minneapolis and Manitowoc.

The Equity Co-operative Exchange of St. Paul, Minn., has let contract for the building of a new terminal elevator. The foundation of the plant will be about \$25,000. The elevator is to be of fireproof construction, 150x50x150 feet, with a capacity of approximately 300,000 bushels. Tanks can be added as demands make it necessary. The elevator is to be completed by August 15, 1916.

WESTERN

A new elevator is to be built at Kendrick, Idaho, by the Kendrick-Rochdale Company.

Charles Light of Liberal, Kan., is planning the establishment of a grain elevator at Tucumcari, N. M.

The Farmers' Union of Ione, Ore., has awarded the contract for an elevator of 60,000 bushels' capacity.

Farmers around Porter, mail Bynum, Mont., are planning on erecting an elevator and organizing a company.

Plans are under way for doubling the capacity of the Lacrosse Elevator & Produce Company's elevator at Lacrosse, Wash.

George Garner has formed the Centerville Elevator Company of Centerville, Wash., capitalized with \$17,000 stock, to deal in grain.

Emmet Cunningham and Walter Hayes are interested in the construction of a grain elevator at Athlone, on the Southern Pacific line, Cal.

Work is to be started in the near future on the erection of a 85,000-bushel elevator at Creston, Wash., for the Sperry Flour Company.

At Boyd, Ore., the Boyd Elevator Company was formed. The new concern will erect a 100,000-bushel elevator of cribbed construction.

The contract has been let by the Payson Milling Company of Payson, Utah, for the erection of a 20,000-bushel elevator costing about \$3,500.

The Mesa Milling Company of Mesa, Ariz., has let the contract to the Burrell Engineering & Construction Company for a concrete elevator.

A 20,000-bushel elevator is to be constructed at Weiser, Idaho, by H. J. Russell. He will also build a 50-barrel flouring mill and a grain and flour storage house.

Incorporation papers have been taken out by the Equity Co-operative Association of Carter, Mont. The incorporators are: B. H. Prideaux, J. P. McMahon and J. E. Ross.

The St. Anthony & Dakota elevator at Devon, Mont., is under course of remodeling. The new elevator addition will have a capacity of 25,000 bushels, making a total of 35,000 bushels.

The Occident Elevator Company, a subsidiary organization of the Russell-Miller Company, Billings, Mont., has let the contract for the erection of an elevator at Yegan (mail Billings), Mont. The elevator will be 32x34 feet, of cribbed construction

Modern equipment, including Fairbanks scales and Monitor cleaning machinery, will be installed.

At Loma, Mont., the Farmers' Union Co-operative Elevator Company filed articles of incorporation with capital amounting to \$20,000. Clarence H. Newhall and others were the organizers.

The Pueblo Milling & Elevator Company was formed recently at Pueblo, Colo., capitalized with \$100,000 stock. J. K. Mullen, H. E. Johnson and E. M. Ryan are the organizers. The principal offices of the concern will be at Denver, Colo.

The Farmers' Elevator Company of Billings, Mont., recently formed at that place, has let the contract for the construction of a grain elevator and warehouse of 40,000 bushels' capacity on the Northern Pacific right-of-way. The elevator, when completed, will cost between \$8,000 and \$10,000.

James W. Raymond, a grain man of Spokane, Wash., bought the grain warehouses at Moscow and Joel, Idaho, recently. The Moscow house belonged to Kerr, Gifford & Co., and the Joel warehouse was the property of the Balfour, Guthrie Company. The Moscow plant was of 80,000 bushels' capacity, while the Joel house had capacity of 120,000 bushels.

EASTERN

Alterations are to be made in the near future by the Washburn-Crosby Company on its elevator at Buffalo, N. Y.

At Jamaica, N. Y., the Wheatland Realty Corporation was formed with privileges to operate grain elevators. The capital stock of the concern is \$210,000.

Plans have been made by the Western Maryland Railway Company for the building of a one-story grain storage building of fireproof construction at Baltimore, Md.

About 600 men in the employ of the Girard Point, Phila., elevator went on a strike in an effort to obtain higher wages. After gaining the point at issue, they went back to work.

Townsend, Ward Grain Company of Buffalo, N. Y., has awarded the contract for a 200,000-bushel concrete storage plant to be built at Fostoria, N. Y., to the Burrell Engineering & Construction Company.

The Rutland Elevator, located at Ogdensburg, N. Y., has been leased to the Rialto Grain Company, a large grain company operating at Chicago, Ill. The elevator is new and of modern construction with a storage capacity of about 500,000 bushels. New boilers are now being installed.

Capitalized with stock of \$100,000, the Dellwood Elevator Company was formed at Dellwood, N. Y. The organizers of the company were: John W. Daniels, George A. Archer, S. M. Archer, Samuel Mairs and Thomas L. Daniels, all of Minneapolis, Minn., and Marshall Cox of Buffalo. The new elevator is to cost \$111,150.

MISSOURI, KANSAS AND NEBRASKA

Work has been started on the Colburn elevator at Conway, Kan.

Repairs are being made on the Ragan elevator at Valley Falls, Kan.

George Dobson has opened up a modern grain elevator at Ulysses, Neb.

A new elevator is to be built soon for H. W. Skinner at Medicine Lodge, Kan.

The Midland elevator at Ellsworth, Kan., has been purchased by C. H. Veatch.

Thurston & Son now succeed Thurston & Mosher in the grain business at Parsons, Kan.

P. D. Blake of Humansville, Mo., has leased his elevator and feed mill to W. A. Offutt.

A 30,000-bushel elevator is to be built at Dodge City, Kan., by the Gould Grain Company.

A new elevator is to be built at Cheney, Neb., replacing the old one, recently wrecked.

The Farmers' Union has bought the elevator of Geo. Classen located at Washington, Kan.

The Farmers' Union of Osborne, Kan., has let the contract for a two-story office building.

The Ferguson & Spence elevator at Hanover, Kan., has been sold to the Farmers' Union.

Koenig & Selk of Harbine, Neb., is succeeded in its business by the Farmers' Equity Exchange.

Mr. Myers of Lincoln, Neb., bought up the elevator property of E. G. Scoville, at Friend, Neb.

W. L. Reynolds of North Platte, Neb., has bought up the mill and elevator located at that place.

A new warehouse and storeroom is being built for the Geneseo Grain Company, Geneseo, Kan.

The Bowman Grain Company of Neodesha, Kan., has arranged and remodeled its elevator plant.

The Wilson Grain Company, Wilson, Kan., has been succeeded by the Williamson Grain Company.

At Westboro, Atchison County, Mo., the Farmers' Elevator Company recently filed papers of incorporation with \$10,000 paid-up capital. James Jones,

G. W. Daniel and N. Nelson named as organizers. The company will conduct a grain elevator business.

The elevator at Albion, Neb., owned by the Albion Elevator Company, is being reshingled and re-sided.

A new spout holder has been installed by the Farmers' Elevator Company in its plant at Filley, Neb.

The Hunt Milling Company of Pleasant Hill, Mo., has arranged for the enlarging of its grain elevator.

The Brand-Dunwoody Milling Company of Joplin, Mo., has made several improvements on its elevator plant.

The farmers around Hollis, Kan., have plans made to either build or buy an elevator at that place.

The Star Grain & Elevator Company expects to rebuild the elevator located at Waverly, Kan., which burned.

The Western Grain Company sold its elevator located at Polk, Neb., to the Farmers' Grain Association.

The capacity of the elevator of the Zenda Grain & Supply Company at Zenda, Kan., is to be increased.

The elevator of M. P. Thielen at Lucas, Kan., has been taken over by the Derby Grain Company of Topeka.

A 20,000-bushel elevator is under course of construction at Redwing, Kan., for the farmers of that vicinity.

The elevator of T. B. Hord at Monroe, Neb., has been rebuilt. The building burned down a few months ago.

The elevator of the Farmers' Elevator Company at Nickerson, Kan., has arranged for the remodeling of its plant.

A lumber yard at Kinney, Neb., has been bought by the Farmers' Grain, Lumber & Coal Company of Wymore.

The Farmers' Elevator Company of Princeton, Neb., has arranged for the erection of an elevator plant there.

A 25-horsepower Fairbanks-Morse Oil Engine has been installed in the plant of Bossemeyer Bros. of Superior, Neb.

The alfalfa mill building at Gering, Neb., recently bought by Snyder & Co., is to be converted by them into an elevator.

It may possibly be that a new farmers' elevator will be constructed near Lincoln, Neb., on Jeppe Jorgensen's farm.

A charter has been granted the Farmers' Union Co-operative Company of Allen, Kan., capitalized with \$5,000 stock.

The Omaha Elevator Company of Touhy, Neb., has been succeeded by the newly organized Farmers' Grain Company.

The elevator of the Farmers' Elevator Company at Dorrance, Kan., is being enlarged from 19,000 to 25,000 bushels' capacity.

It may be that a farmers' elevator will be constructed at Dale, mail Washington, Neb., by the farmers in that vicinity.

The Farmers' Elevator Company of Cozad, Neb., has changed its name to the Farmers' Co-operative Mill & Elevator Company.

At Silex, Mo., the Farmers' Elevator Company has awarded the contract for the erection of an elevator costing about \$30,000.

B. McArthur is president and J. D. Peterson secretary of the Farmers' Grain & General Shipping Association of Ragan, Neb.

The Indianola Farmers Elevator & Live Stock Association of McCook, Neb., disposed of its property to Indianola Equity Exchange.

The Chapman Mill & Elevator Company of Chapman, Kan., has sold its property to O. L. Thisler and C. R. Hullinger at sheriff's sale.

Clark Burd has bought the Kansas Grain Company's elevator at Aurora, Kan. The firm is to operate as the Home Grain Company.

With John Fritz as president, the Bartley Equity Exchange was formed at Bartley, Neb. The authorized capital stock amounts to \$20,000.

Wm. Correll has let the contract for a new addition of 7,000 bushels' grain capacity at Atwood, Kan. A self-dump is to be installed.

Incorporation papers have been taken out by the Farmers' Union Co-operative Company of Little River, Kan. Capital amounts to \$4,000.

The recently incorporated Farmers' Grain & Supply Company of Westfall, Kan., has arranged for building of a new 15,000-bushel elevator.

The elevator of F. H. Hoerman at Linn, Kan., has been disposed of by him to Ed. Adams. Mr. Hoerman is operating the plant under lease.

Plans are being formed by the Missouri Pacific for building a new grain elevator of from 1,500,000 to 2,000,000 bushels' capacity on the Iron Mountain

Railroad on the site formerly occupied by the old Carondelet elevator at St. Louis, Mo. Total investment represents about \$500,000.

A farmers' organization has been formed at Westboro, Mo., and has purchased the elevator there formerly owned by J. C. McKee for \$10,000.

The elevator of the Oswald-Keolsch Grain Company of Haviland, Kan., has been sold by it to W. H. Crews and C. N. Tucker, both of Greensburg.

The Farmers' Equity Grain & Supply Company of Appleton City, Mo., has been granted a charter. Capital stock of the company amounts to \$4,000.

Fred C. Hooser, R. A. Kelley and E. E. Williams have formed at Kansas City, Mo., the Norris Elevator Company. Capital stock aggregates \$5,000.

Farm implements have been added to the business of the Farmers' Elevator Company at Meade, Kan. A house, 40x80 feet, is under construction.

The concrete elevator located at Wakeeney, Kan., built last year by Wm. Schrenkler has been taken over by the Hays City Milling & Elevator Company.

Capitalized with stock of \$25,000, the Farmers' Grain Company was formed at Beaver Crossing, Neb., by W. E. Severns, Henry Cook and C. Klehm.

The elevator at Kramer, Neb., is now owned by the Brahmstadt Bros. Grain Company. The plant was formerly the property of the Crete Mill of Crete.

The Farmers' Co-operative Exchange of Home, Kan., has arranged for the building of a new grain elevator of modern construction and of up-to-date equipment.

At Clinton, Mo., the W. H. Hurley Grain Company has been formed. Capital stock \$28,000. W. H. Hurley, E. D. Bales and Benj. Mitchen was the incorporators.

The Oran Grain Company of Benton, Mo., has arranged for the rebuilding of its warehouse which burned down, together with 9,000 bushels of grain, some time ago.

Contract has been let by the farmers of Center view, Kan., for building of a new elevator there. The plant will be iron-clad construction of modern machinery equipment.

A. P. Emrie is now sole owner of the elevator and grain business at Ford, Kan., formerly owned by him together with his father and brother and operated as Emrie & Sons.

Adolph Heidecker has taken out incorporation papers for the Princeton Farmers' Elevator Company, Princeton, Neb. The capital stock of the concern aggregates \$10,000.

C. S. Wilson has sold his interest in the Williams Wilson Grain Company of Ottawa, Kan., to W. S. Williams, who has changed the firm name to the W. S. Williams Grain Company.

At Stafford, Kan., the Independent Co-operative Grain & Mercantile Company has been reorganized with Perry Mather as president, C. A. Moore, secretary, and W. E. Blackburn, treasurer.

Stevens-Scott Grain Company, Wichita, Kan., has bought elevators at Pendennis, Utten, Ransom, Frederick, Geneseo, and Crawford, Kan., making its total elevator properties 25 in number.

The Farmers' Elevator Company of Cordova, Neb., will in the near future take out a charter. Geo. Jensen, H. C. Christian, J. Johnson, Wm. Morgan and H. Mortensen are the directors.

Geo. B. Harper of Silver Lake, Kan., has just changed his Fairbanks-Morse gasoline engine from gasoline to burning coal oil. The engine operates very successfully under the cheaper product.

A new building, which can be used either as silo or as a grain elevator, is to be constructed at farm of Harry Wylie, near Garfield, Kan. The plant will have a capacity of about 10,000 bushels of wheat.

The Mississippi Valley Elevator & Grain Company of St. Louis, Mo., has leased its elevator to the St. Louis Elevator & Grain Company. The lease has been drawn so it will run for two years at \$1,250 per month.

A charter has been granted the Burlington Grain Company of Burlington, Kan., whose capital stock amounts to \$10,000. C. D. Gulick, Geo. E. Cook, O. G. Prewitt and Ben. J. Lambert are the organizers.

The Sikes-McMullin Grain Company of Sikeston, Mo., has let a contract to the Burrell Engineering & Construction Company to tear down the old elevator at Van Duser, Mo., and to rebuild it along modern lines.

Articles of incorporation have been taken out for the Blair Elevator Company of Hutchinson, Kan., which was formerly operated as a partnership. The capital stock of the concern is \$100,000. W. W. Blair is interested.

Henry Lassen is president of the new Wichita Elevator Company of Wichita, Kan.; Carl Warken tin of the Newton Milling & Elevator Company, first vice-president; A. J. Hunt of the New Era Milling Company, Arkansas City, second vice-pres-

ident; C. W. Carey, Kansas National Bank, treasurer; C. M. Jackman, Kansas Milling Company, secretary. The concern will build a 1,000,000-bushel elevator in the near future.

New grain elevators and storage tanks, increasing the total storage capacity to 700,000 bushels, are to be constructed for the Bowersock Milling Company of Lawrence, Kan. The contract for the new additions has not been let.

THE DAKOTAS

Plans are completed for the erection of a new elevator at Haynes, N. D.

The elevator at Pever, S. D., is now owned and operated by C. J. Johnson.

Plans are under way for the erection of a grain elevator at Gronna (mail Rolla), N. D.

At Embden, N. D., capitalized with \$15,000, the Farmers' Grain Company was formed.

An addition is to be built to the elevator of L. T. Stromswold of Minot, N. D., at Mohall, N. D.

A new addition is being built to the warehouse of the German Grain Company of Sioux Falls, S. D.

The farmers' elevator company at Kintyre, N. D., has been reorganized into a co-operative concern.

C. E. Hedlund bought not long ago the Atlantic elevator at Underwood, N. D., and will conduct same.

Up-to-date lumber yards are to be established at Langdon, N. D., by the Langdon Elevator Company.

A 22,000-bushel elevator is to be built by Meitzner Bros. on their farm near Lawton, N. D., this summer.

A new line of farm machinery is being put into the plant of the Tolley Farmers' Elevator at Tolley, N. D.

Several improvements are to be made by the Farmers' Elevator Company of Alice, N. D., on its plant.

The Highum elevator located at McVillie, N. D., has been bought up by A. D. McDougall and H. E. Zeeveld.

The elevator run by Tom Oien at Englevale, N. D., has been taken over by the Farmers' Elevator Company.

The Robinson Union Elevator Company will start work on the building of a warehouse at Robinson, N. D., immediately.

Negotiations were recently closed transferring the elevator property at Perth, N. D., from George Kessel to H. Wold.

Announcement has been made that the Occident Elevator Company will build at New Leipsig, N. D., a new elevator plant.

The Columbia, S. D., elevator has been bought by the Farmers' Equity Union Exchange, recently organized at Glenham.

John C. Miller has plans under way for the erection of a modern elevator on his farm at Childs-town, near Parker, S. D.

At Calvin, N. D., one of the old elevator houses is being torn down and replaced by a new elevator of 50,000 bushels' capacity.

At Dover, N. D., the farmers have organized into a Farmers' Elevator Company and will in the near future build an elevator there.

The Farmers' Elevator Company of Kathryn, N. D., has decided to build a concrete elevator of 50,000 bushels' capacity there.

Numerous improvements are to be made in the near future on the elevator of the Farmers' Mill & Grain Company, Gwinner, N. D.

A co-operative equity elevator is to be erected at Tacoma Park, S. D. A side track from the Great Northern Railway is to be put in.

The Petersburg Farmers' Elevator Company, Petersburg, N. D., is planning for raising its elevator and placing a new foundation under it.

Plans are under way for the formation of a farmers' elevator company at Douglas, N. D., and the building of a modern and up-to-date house.

An elevator located at Lansford, N. D., has been bought by D. S. Christensen. The plant was formerly the property of the Hanson Grain Company.

J. I. Wample of Egeland, N. D., is attempting to start the organization of a farmers' co-operative elevator company there. On April 15 a meeting was held.

The Farmers' Elevator Company of Dickey, N. D., has decided to operate its elevator on a co-operative basis and will change its articles of incorporation to such an end.

Reconstruction work has been started on the new elevator of the Farmers' Independent Elevator Company at Streeter, N. D., taking the place of the one destroyed by fire last winter.

The Grafton Farmers' Co-operative Grain Company has let contract for the building of a new elevator of 40,000 bushels' capacity at Grafton, N. D. A Fairbanks gasoline engine of 20 horsepower will furnish motive power. The cleaner will have a

capacity of 600 bushels per hour. A coal shed is to be erected near the elevator having a capacity for three carloads of coal and costing about \$700. Elevator will be ready for use next fall.

E. H. Ray is interested in the erection of a 30,000-bushel modern elevator at Surrey, N. D. Cleaners, legs for handling grain, both receiving and cleaning, are to be installed.

Farmers in the vicinity of Larimore, N. D., are planning the organization of a farmers' co-operative elevator company. The company, when formed, will operate an up-to-date elevator plant.

The Grand Rapids Farmers' Co-operative Elevator & Lumber Company of Grand Rapids, N. D., was recently formed. This concern is an outgrowth of the Farmers' Elevator Company and the officers of the old became officers in the new company.

Capitalized with stock of \$10,000, the Farmers' Co-operative Elevator Company was formed not long ago at Binford, N. D. Albert Goplin, D. A. Goplin, J. P. Vangen, S. Gilbertson, John Hagberg, A. H. Overby and Otto Bruns were named as directors.

A new elevator is to be constructed by the Rutland Farmers' Co-operative Elevator Company of Rutland, N. D. The plant will be erected on the site now occupied by the elevator which was purchased four years ago from the Cargill Elevator Company.

Arrangements have been completed for the erection of a 50,000-bushel elevator at Sherwood, N. D., replacing the one which will be dismantled. The new plant will contain 22 bins, will be covered with galvanized iron and operated by electricity. Building is to be finished about July 1.

CANADA

The National elevator located at Port Arthur, Ont., is to be rebuilt.

Plans are under way for the rebuilding of the Farmers' elevator at Camrose, Alta.

A new 20,000-bushel elevator is to be constructed at Grande Prairie, Alta., by C. B. Foster.

An elevator is to be built at Point Edward, Ont., by the Grand Trunk Railway Company of Montreal.

Plans are under consideration by the Co-operative Elevator Company at Leduc, Alta., for the erection of an elevator.

Capitalized with stock of \$100,000, the Monarch Grain Growers, Ltd., were formed at Edmonton, Alta., not long ago.

Articles of incorporation have been filed for the Mutual Elevator Company, Ltd., of Winnipeg, capitalized with stock aggregating \$500,000.

Thos. C. Watkins of Toronto, Ont., is making plans for altering the elevator at Hamilton, Ont. The cost of the remodeling will be about \$3,000.

Rose & McCausland have disposed of their elevator and grain business at Essex, Ont., to Edward Kendrick of Maidstone and William Linton of Essex.

On May 1, 1,600 elevator men at Fort William, Ont., went on a strike, making a total of 2,000 men out. Men at Port Arthur also are striking. The Fort William Elevator Company is the only plant in operation.

FETERITA CREATES INTEREST IN SOUTHWEST

Considerable interest has recently been manifested throughout the Southwest in feterita, a sorghum for which much is claimed. It has been the source of many inquiries for information and the U. S. Department of Agriculture recently published a bulletin on the subject, comparing feterita with milo and Kaffir. The bulletin says in part:

"Feterita is more like milo than Kaffir. It resembles milo in earliness, in the size and height of the stalk, in the relatively dry pith, the few leaves, the shape of the head, and the large seeds. It differs from milo most sharply in having the heads all naturally erect and in its larger white seeds.

"It has become quite popular in parts of northern Texas, because, in 1911, a year of severe drought, it produced good grain yields when both milo and Kaffir gave low yields. In that year much of it was planted on land where the corn crop had been destroyed by drought. In the vicinity of Chillicothe, Texas, many farmers are planting increased areas to feterita in preference to either milo or Kaffir.

"There is no satisfactory evidence that feterita is inherently more drought-resistant than other grain sorghums. The Chillicothe results above referred to may have been due to thinner stands, concerning which no exact data were taken. It often happens that thin stands of feterita are caused by failure of the seed to germinate, especially if planted while the ground is cold. Furthermore, the larger seed of feterita would give thinner stands if planted at the same rate as milo or Kaffir. At

Amarillo, where feterita was grown under identical conditions as to stand, it showed no greater drought resistance than milo or Kaffir.

"Experiments so far indicate that its earliness, its rather low water requirements, its satisfactory yields, and the ease with which it may be harvested, give it a real place among the sorghums.

Attempts have recently been made to market feterita seed under the name of "Schriber Corn," which is advertised as a new sorghum. The Department of Agriculture, however, has examined many specimens of the so-called new grain, and has pronounced it none other than feterita.

A WOLVERINE WAREHOUSE

The firm of Walper & Dreher, who operate elevators at Riga and Britton, Mich., are separated by a considerable distance, as J. J. Walper manages the house at Riga, while J. J. Dreher takes care of the business at Britton. But the policy of the firm, as such, is so well understood by both partners that there is little difference in the management of the two branches, and both show satisfactory returns at the end of the year.

The Britton elevator, which is shown in the accompanying illustration, is typical of a great many



ELEVATOR OF WALPER & DREHER AT BRITTON, MICH.

plants in southern Michigan. It is equipped to handle grain, seed, flour and feed, and the territory is particularly adapted to this combination. The elevator proper has a capacity of 30,000 bushels for small grain and cribs which will hold 10,000 bushels of ear corn.

In the basement are the electric motors which furnish the power; a corn sheller under the dump; and the boots of two elevators, one for wheat and the other for oats and corn. On the first floor is a Richardson Automatic Scale, the two wagon dumps being overhead. In the cupola is a Monitor Cleaner over which all grain is passed as it enters the house, the screenings being returned to the farmer's wagon before the tare weight is taken.

The grain is elevated and cleaned and is then sent directly to car on the Michigan Southern, in which it is distributed with an Engelhart Car Loader, or is delivered to the storage bins.

IT is reported that the Austro-Germans will have by next September a reserve of 400,000 tons of wheat and rye.

THE Siberian grain trade promises in the near future to be a strong factor in the world's supply. They have suffered in the past through lack of storage facilities and transportation, but now the first obstacle is to be removed, according to a recent Russian dispatch. The Siberian rural co-operative societies have grown tired of waiting for Government assistance and have taken up the building of elevators on their own account. At Alexeyost a 1,600-ton elevator has already been built and one at Moshkovo has been erected. In process of building or planned are a 6,025-ton house at Kochnevo, a 16,700-ton elevator at Novo-Nikolawosk, and other houses at Kalachinsk and Omsk.

FIRE S-CASUALTIES

Fairfield, Wash.—The Farmers' Alliance Warehouse burned on April 8.

Tulsa, Okla.—Fire did damage of \$900 to the hay storage plant of Wilcox-Hayes.

Willis, Mich.—Bert Young lost his elevator and warehouse, located here, by fire not long ago.

Quincy, Wash.—The Quincy Farmers' Elevator located here burned recently, with loss of \$16,500.

Milwaukee, Wis.—The store of Scholler & Leuders, flour and feed men, was burned with losses of \$1,000.

Orleans, Neb.—Fire damaged the Richards elevator here with losses of \$10,000. Insurance of \$8,000 carried.

Elgin, Ill.—Three thousand dollars of damages were done to the plant of the Elgin Flour & Feed Company situated here.

Philadelphia, Pa.—Damage of \$5,000 was caused by fire to the building occupied by the Keystone Feed & Supply Company.

Bryan, Ohio.—Post & Dawson lost their hay barn by fire with losses of about \$30,000. Post & Dawson are hay and grain dealers.

Blunt, S. D.—Feller & Reinchmidt lost their elevator located here, by fire. The plant, together with contents, was burned to the ground.

Falfurrias, Texas.—The seed house of the Copita Gin Company, 14 miles west of here, was completely destroyed. The house was valued at \$500.

Stampede, N. D.—Fire consumed the St. Anthony & Dakota elevator located here, together with \$25,000 worth of grain. The loss is estimated at \$34,000.

Toluca, Ill.—Fire damaged the elevator and contents of the Toluca Elevator Company here on April 17. About 17,000 bushels of oats were damaged.

St. Boniface, Man.—The Rice Malting Company of Chicago lost its elevator located at this place, together with approximately 300,000 bushels of grain.

Arden, Man.—The Western Canada Flour Mill Company lost its elevator and warehouse located here, together with 4,000 bushels of wheat by fire not long ago.

Waverly, Kan.—Losses between \$4,000 and \$5,000 sustained when fire damaged the elevator of the Star Grain & Lumber Co. The loss was covered by insurance.

Stover, Mo.—On April 19, a storm did severe damages to the elevator and mill of Henry Kosmier. Mr. Kosmier's home was demolished and his daughter killed in the same storm.

Delaware, Okla.—Coons & Scammerhorn lost their elevator by fire recently. Loss estimated at \$3,700. The plant is to be rebuilt as soon as insurance matters are adjusted.

Harrisonburg, Va.—The large brick warehouse of J. M. Snell & Sons here was partially destroyed by fire early in April. The loss is estimated at \$10,000 with insurance of about \$6,000.

Owensboro, Ky.—The Rapier Grain & Seed Company lost its warehouse here by fire. The plant contained a stock of wheat, oats, bran and hay valued at \$35,000. The origin of the fire was unknown.

Mohall, N. D.—W. E. Idler broke his arm when caught in one of the sprocket wheels of the leg of the elevator owned by the Winter-Ames-Truesdell Elevator Company, for which company he is agent.

Red Willow (McCook p.o.), Neb.—With a loss of several thousands of dollars, the McCallum elevator here burned. The elevator was built many years ago and at the time of the fire was emptied of grain.

Gill, Colo.—The building of the Gill Trading Company used as an elevator and mill by John H. Witwer burned. The machinery, grain and seed contents estimated at \$10,000, were lost. Insurance of \$4,600 carried.

Assumption, Ill.—The elevator belonging to the Lacharite Grain Company here, which contained about 23,000 bushels of grain, was burned. A loss of about \$46,000 was incurred. The origin of the fire was unknown.

Caledonia, Ill.—The large grain elevator and coal sheds of the Ralston Bros. were completely destroyed by fire on April 18. The fire was beyond control when discovered. The outside of the elevator was covered with corrugated steel. The loss on the buildings amounted to about \$10,000. It is

thought that the devastating blaze was caused by spontaneous combustion in the feed room.

Columbus, Ind.—Sparks from passing locomotive caused a fire which damaged the Thomas elevator.

Fayette, Iowa.—Damages of between \$4,000 and \$5,000 were done to the elevator of the J. F. Leising Company here. The building was of wooden construction, three stories in height. The building and contents were fully insured.

Ivesdale, Ill.—The elevator of Camp & Morgan at this point, burned on May 10. About 25,000 bushels of oats and 5,000 bushels of corn were burned. A total loss resulted. Three dwellings were also burned during the conflagration.

Columbus Junction, Iowa.—On May 2 fire destroyed the elevator owned by the firm Sprague & Weber. It is thought that the fire started from a lighted cigar stub thrown near the elevator. The plant was insured for about \$2,000.

Chicago, Ill.—The Chicago Grain Company, operating at Chicago on the Chicago, Milwaukee and St. Paul railroad, lost its elevator plant, together with about 50,000 bushels of grain. The loss is esti-

mated at about \$100,000. Shortly after the fire was discovered the entire building was in flames, and it is thought that the plant was set on fire, the result of a war plot.

Medicine Hat, Alta.—The elevator of the Lake of the Woods Milling Company, located at this point, burned with severe loss. Fire was of unknown origin. Firemen were unable to control blaze and had difficulty in preventing fire from spreading.

Waterloo, Wis.—The Waterloo Malting Company lost its frame and brick elevator here by fire, with severe losses. The insurance carried amounted to \$40,000. Overheated motor caused the blaze. The steel tanks and contents adjoining the elevator were injured.

Smithton, Mo.—L. M. Monsees lost his grain elevator and mill located near here. The loss amounted to between \$3,000 and \$4,000. Eight hundred bushels of wheat were stored in the elevator besides several hundred bushels of corn. The loss was covered by insurance.

Ellicott City, Md.—The grain elevator of the C. A. Gambrell Mfg. Company here was destroyed by fire of unknown origin on April 19. The elevator contained about 15,000 bushels of wheat at the time of the blaze. The loss is estimated at \$200,000. Plant is to be rebuilt.

Watseka, Ill.—Fire completely consumed the elevator plant of the Farmers' Elevator Company on April 14, together with its contents of between 11,000 and 12,000 bushels of corn and oats. No one knows the origin of the fire. The loss amounted to practically \$20,000, fully covered by insurance.

IN THE COURTS

Edward J. Shafer has filed a suit against the Botkins Grain Company of Botkins, Ohio, asking that it be dissolved and receiver appointed.

A voluntary petition of bankruptcy has been filed by Elmer E. Masten, grain and feed dealer at Coatesville, Ind. Liabilities, \$3,958, with assets of \$432.

Bankruptcy proceedings against James L. Holland and Edw. Lewis, co-partner in the grain brokerage firm of J. L. Holland & Co. of Buffalo, N. Y., have been dismissed.

The creditors of the Shattuck Grain & Supply Company of Shattuck, Okla., has filed a petition of involuntary bankruptcy against it. The creditors assert that the company is insolvent. The total amount of their claims is \$1,608.73.

Damages of \$128.11 were awarded the plaintiff by the court in the suit of the Grandview Elevator Company, Grandview (Ind. Station, Des Moines), Iowa, vs. G. B. Burch. The defendant sent about 2,000 bushels of corn to the elevator last year and this was stored, shelled and turned. The defendant's counter-claim was ignored.

Suit was recently filed by Allen P. Miller of Bloomington, Ill., against Charles Sincere, et al., to recover money paid to them as brokers and invested by them in futures. The court held that dealing in futures in grain is in the same class as gambling. Among other claims made by the defendant was one that the amendment of 1913 to Section 132 of the criminal code is unconstitutional, reading: "The losses incurred in gaming may be recovered." The Circuit Court decided against Miller and this judgment is reversed and the cause remanded.

Three years ago the Reardan (Wash.) Union Grain Company shipped 15 to 18 carloads of grain to the Sperry Flour Company of Tacoma. It was graded there by C. J. Holst, then chief grain inspector, and divided into part bluestem and part club grades. The company claimed that the wheat was all bluestem and brought its case against Holst. Upon an appeal from the decision of the commission in favor of shippers the case went to the Supreme Court and then sent to the Superior Court at Spokane. The Reardan company had the case dismissed and has brought the new case before the commission.

Recently a suit was filed by the commission firm, Lamson Bros. & Co., of Chicago, against Henry Mensen, a farmer of Remsen, Iowa. Mr. Mensen decided to speculate in corn and authorized the grain company to buy 20,000 bushels corn for December delivery, giving order to their Sioux City, Iowa, agent by telephone and promising to send check for \$600 to cover deal the following day. Lamson Bros., after customary investigations, executed the order. Mensen failed to send his check but commission company went ahead with the deal

in good faith. In repudiating the trade the farmer claimed that he had never authorized the Chicago firm to buy 20,000 bushels of corn for him but had only spoken about it. The verdict for full amount of the claim, \$1,371, was handed down in favor of the plaintiff. The trade after being carried was closed down with a loss—on which the claim of the commission company was based.

It is alleged that George Dobson, a banker of Ulysses, Neb., filed a petition for involuntary bankruptcy against Jesse A. Smith in order to escape liability for claims aggregating \$60,000. Some time ago a petition for bankruptcy against Smith was filed by several parties. Now Smith claims that the Ulysses Grain Company, which was the name under which he did business, was the private business of Geo. Dobson and that he (Smith) had been working for him at \$75 a month. He claims that Dobson bribed him to assume the liability and go into bankruptcy. The elevator company was in the hole about \$60,000.

DAMAGES FOR GRAIN SHORTAGE

In the case of the *St. Anthony & Dakota Elevator Company vs. Great Northern Railway Company* [149 Northwestern Reporter 471] in the Supreme Court of Minnesota, the plaintiff brought action for a shortage in transit on three cars of grain shipped over defendant's railway. The plaintiff claimed that he had shipped three cars of grain from stations in North Dakota to terminal points in Minnesota and on the arrival of the cars at their destination each car showed a shortage when inspected and weighed by the proper state officials.

The bills of lading provided that in case of loss the amount of damage should be computed upon the basis of the value of the property at the place and time of shipment. The court instructed the jury to the effect that the measure of damages, in case there was a shortage for which plaintiff was entitled to recover, was the value of the non-delivered grain at the place of delivery, on the date of shipment less the freight from the place of shipment.

The defendants contended that testimony as to value should have been confined to statements of the value at the place of shipment, and that it was not permissible to determine the value at the place of shipment by taking the value at the place of delivery and deducting the expense of transporting the grain from the place of shipment to the place of delivery. The grain in question was of an inferior quality and had no definite market price. The plaintiff was granted the value of grain known as no-grade. The defendant made a motion for a new trial. This motion was denied and the defendant appealed; the appeal based upon alleged errors in the rulings in respect to the admission of evidence, and in the instructions given to the jury as to the measure of damages.

HAY, STRAW AND FEED

Edw. Feinhold has opened up a feed business at Pontiac, Ill.

Leslie Hood now conducts a feed establishment at Owensburg, Ind.

A feed establishment is now conducted at Manito, Ill., by J. Morse.

William Ellenberger of Havana, Ill., has started up a feed business.

Chester Borah of Fairfield, Ill., has started up a feed business there.

A. Ketchen & Son of Boise, Idaho, opened up a feed store at Meridian.

At Drumright, Okla., Nicholson & Arms have started up a feed store.

A new feed store has been started at Wareham, Mass., by E. G. Stevens.

John Stein has established at Red Oak, Okla., a new feed and flour business.

The Columbia Feed & Seed Company succeeds Bush & Son of Columbia, Mo.

A feed business has been started at Fremont, Neb., by Whittaker & Stevens.

A. I. Payne disposed of his feed business at Bellevue, Ohio, to C. L. Sliter & Co.

Lamb & Youngblood have sold their feed business at Parish, Fla., to James West.

The feed and flour store owned by Lister Sheard at Vineland, N. J., was robbed.

The Price feed and flour store at Ramona, Okla., has been bought by T. B. Dixon.

The feed business at 702 Main Street, Peoria, Ill., has been sold by Chas. Weinstein.

J. Aurandt of Lilly, Pa., sold his feed and flour business there to W. C. Aurandt.

A feed and flour and seed store has been opened up at Sanish, N. D., by J. W. Huff.

The feed store of W. Manning located at North Hyde Park, Vt., has been reopened.

Chapin & Co., of Chicago, Ill., on April 22 moved their offices to the Webster Building.

The Elliott feed store at Minatare, Neb., has been bought by the Farmers' Union.

R. L. Arnold has discontinued conducting the feed and grain business at Richmond, Ky.

E. D. Mourin, feed and flour dealer at Homer, N. Y., is succeeded by Mourin & Merrill.

Watson & Jones, dealers in feed and flour at McGraw, N. Y., retired from active business.

A branch feed business has been started at Shelbyville, Ill., by Ed Picquet of Pana, Ill.

James B. Crawford now operates the feed business of George A. Bryce & Son at Irving, Ill.

L. C. McDougal has sold half interest in his feed business at Battle Creek, Mich., to A. L. Young.

A new feed and grain establishment has been started at Battle Creek, Mich., by T. Woodruff.

At Stamford, Conn., the Stamford Feed Corporation has been formed, capitalized with stock of \$10,000.

Capitalized with stock of \$50,000, the Dimond Feed Company has been incorporated at Trenton, N. J.

The feed business of A. M. McLaughlin & Son at Fayetteville, Tenn., was bought by C. S. Bulhanan, et al.

Business has been discontinued by the H. H. Norton Estate, feed and flour dealers at Adams, N. Y.

J. A. Sharp disposed of his feed and flour business at Tarentum, Pa., to Fisher & Glenn of Grove City, Pa.

A wholesale feed, flour and hay business has been entered into at Cairo, Ill., by the Miller & Pryor Company.

John W. Knipechied sold his feed and poultry business at Norborne, Mo., to A. Winkler and J. B. Trullenger.

Leonard Fischer has disposed of his feed business and building at Rothbury, Mich., to John Feyers of Little Germany.

Jerome E. Dyer now owns Herbert A. Dyer's interest in the Dyer Bros. Hay Company operated at Kansas City, Mo.

C. E. Bean and Milburn Craig have sold to A. J. and William Childs their feed, grain and flour business at Garnett, Kan.

For the purpose of taking over the feed and flour business of Smith, Northam & Co., at Hartford, Conn., Loydon, Northam & Loydon, Inc., has been

formed at Hartford, Conn. Capital stock aggregates \$25,000.

R. M. McCune of Pittsburgh, Pa., has bought the general feed and flour store located at Fayette City, Pa., from W. S. Wright.

O. L. Jones has sold his interest in the feed business of Jones & Young at Greencastle, Ind., to James Albin of Fillmore.

A fireproof warehouse is to be constructed at Madison, Wis., by the Hoffman Feed Company. The plant will cost about \$6,000.

The Des Moines Flour & Feed Co. of Des Moines, Iowa, has arranged for the erection of a large warehouse at Council Bluffs, Iowa.

H. A. Dresser sold his interest in the feed business conducted by him and I. L. Richer at West Edmeston, N. Y., to Chas. Welch.

The Albert Lea Flour Company of Albert Lea, Minn., will establish at that place a wholesale feed and flour store with A. J. Johnson as manager.

The Amelia Courthouse (Va.) Farmers' Co-operative Company was organized with capital stock of \$10,000, to conduct a feed, hay and grain business.

The Laws Flour & Food Company, Inc., was formed at Pine Bluff, Ark., with Wm. S. Gunning as president; M. M. Laws, secretary and treasurer.

At Brookside, Ala., the Brookside Grocery & Feed Company was organized, capitalized with a stock of \$2,000. John S. Slovensky is president of the concern.

Arthur E. Pratt of Cobleskill, N. Y., recently sold his feed and grain business there to William Snyder and James L. Fuller, who will operate as Snyder & Fuller.

E. L. Craw has purchased the grain business of J. J. Koehler at Plainview, Ill., and will handle hay, feed and livestock in connection with the grain business.

The Champion Products Corporation, Inc., have filed articles of incorporation at Albany, N. Y., to deal in feed, flour, etc. The capital stock amounts to \$20,000.

Horace Clark Milling Company, of Peoria, Ill., has reorganized to deal in hay, feed, flour and grain and capitalized with stock of \$110,000. J. W. McDowell is president.

The Beaver Feed Company has filed incorporation papers at Springfield, Ill., capitalized with stock aggregating \$6,000. R. G. Beaver was among the principal incorporators.

At Hobart, Okla., the Oklahoma Alfalfa Products Company will be formed with capital stock aggregating \$7,500. R. M. Simmons, W. E. Gentry and others were the incorporators.

The City Feed Store at Kingfisher, Okla., has been bought by E. W. Burnett from Dennis Downing. The two stores are to be consolidated and be known as the City Feed Store.

The feed and flour business of Owens & Gilbert at Pana, Ill., is now conducted by Owens & Hearne, Mr. Hearne of Libertyville, Ind., having purchased the interests of the late J. W. Gilbert.

Samuel Couffer and Daniel O. Sultzberger, feed dealers of Steelton, Pa., have dissolved partnership. The business will now be conducted by D. O. Sultzberger and his son as Sultzberger & Son.

For the purpose of dealing in hay and grain, F. H. Crane & Sons were organized at Quincy, Mass., capitalized with \$50,000. Frank W. Crane, H. E. Crane and Jennie M. Crane were the organizers.

M. M. and W. C. Crippen and W. L. Westfall have organized the Crippen-Westfall Grain Company, Inc., Albany, N. Y., to deal in feed, flour and grain. The capital stock of the concern aggregates \$5,000.

With the purpose of dealing in hay, grain and mill feed, the National Hay Company of Kansas City, Mo., was formed, capitalized with \$10,000. H. A. Dyer, Ed. A. Aleshire and Robert E. Booth were the incorporators.

A fireproof feed warehouse is under course of erection at Indianapolis, Ind., by McCoy & Gartner. The Reliance Construction Company has the contract for the building, which will be of brick and concrete construction 275x60 feet.

Albert Miller & Co. of Chicago, Ill., report for the close of last week: "All grades of timothy in good demand at the quotations with an occasional extra good one on choice selling above. The demand for Kansas and Oklahoma prairie increasing, due principally to scarcity of timothy and high prices. Big demand for all kinds of straw with only an occasional car arriving."

FLORIDA HAY FOR FLORIDA USE

Campaigns are being carried on throughout the States for the development of home trade. Florida is not behind her sister states in this respect and is advocating among other things the growing of sufficient hay in Florida to supply home needs. A man recently compiled figures which showed that Florida utilized one carload of hay a day, or 6,250 bales of hay every day of the year. Using 6,250 bales of hay a day and basing the cost at \$1.25 a bale, Florida contributes \$4,000,000 to support of the hay producing sections of the country. It has been found that Natal hay grows in Florida very successfully and is equally nutritious and fine as the hay which is now shipped in from other states.

NEW HAY GRADES AT CINCINNATI

At a meeting of the Board of Directors of the Grain and Hay Exchange of the Cincinnati Chamber of Commerce on March 28, 1916, new grades for timothy were adopted. These grades, which became effective April 15, are as follows:

No. 1 Timothy—Shall be timothy not over 15 per cent mixed with clover or other tame grasses, fair color, sound and well baled.

No. 2 Timothy—Shall be timothy not good enough for No. 1 timothy sound and well baled, to contain not more than 30 per cent clover or other tame grasses.

No. 3 Timothy—Shall include all timothy not good enough for No. 2 timothy, slightly stained, sound and well baled.

No Grade Hay—Shall include all hay badly stained, mouldy, musty or unsound.

Instructions to Inspectors.

No. 3 timothy shall be marked good or fair, according to quality. No grade shall be marked fair and poor, according to quality.

ST. LOUIS HAY MARKET

Martin Mullally Commission Company of St. Louis, Mo., reports May 13: Receipts of hay during the past week were small, being only 189 cars, compared with 217 the preceding week, and our market ruled strong, with an urgent demand for No. 1 and choice timothy, and also a good inquiry for No. 2 hay and a fair demand for the lower grades. In fact there has not been nearly enough good hay coming in to supply the trade, and our market at present is practically bare of all grades of tame hay, and in a good condition for fresh arrivals, and we advise prompt shipments. Clover hay is scarce and wanted, and the demand is urgent for the best grades.

Prairie hay is ruling firmer, offerings light and demand urgent for No. 1 and choice hay. But owing to the scarcity of the most desirable prairie, buyers have been obliged to turn their attention to the low grades of which they are buying freely, causing a good movement and leaving the market practically bare of all grades at the close today. Shippers that have prairie hay on hand should make a special effort to get it on this market promptly, as fresh arrivals will meet ready sale at good prices. There is no good in holding prairie hay longer, as the time is getting short for moving the old crop before the new will come.

Alfalfa hay is in scant offerings, with an urgent demand for No. 1 and choice green, and a fair demand for the lower grades. The market at present is bare of all grades of alfalfa and we advise prompt shipments.

OMAHA HAY EXCHANGE

The movement preliminary to the organization of the Omaha Hay Exchange started in the Trade Extension Committee of the Commercial Club of Omaha. The fact that Omaha is the center of a great hay-producing country made it apparent to the members of the Commercial Club that the establishment of a hay market would be of great benefit to the country as a whole. During 1915, Nebraska was the leading hay state of the Union with 4,088,598 tons of alfalfa and 3,132,219 tons of wild hay. Other adjoining states, Iowa, South Dakota, Wyoming and Colorado, which are bound to be more or less interested in this market, also raised enormous crops last year, although the crop did not grade up to that of previous years, on account of large amount of wet weather in that section of the country.

Business men of Omaha, other than hay dealers, have also taken great interest in the new Exchange. The par value membership has been fixed at \$500 and, under the provision of the Articles of Incorporation, no more than 20 per cent of this will be paid during the year. All active dealers of the Exchange must be residents of Omaha or maintain offices for dealing in hay in that city.

At the organization meeting about 40 of the 50 stockholders were present and all of them showed a strong interest in the formation of the Exchange. At this meeting a Board of Directors, nine in number, was elected as follows: A. A. Nixon, A. A. Nixon Company; E. A. Knapp, E. A. Knapp Company; J. M. Welsh, Welsh Grain Company; Geo. E. Haverstick, U. S. National Bank; Luther Drake, Merchants National Bank; C. H. Pickens, Paxton-Gallagher Company; F. W. Judson, Midland Glass & Paint Co.; H. S. Clarke, Jr., Corn Exchange Na-

tional Bank; J. DeF. Richards, Omaha National Bank.

On April 12 the Directors of the new Exchange met and elected the following as the officers: President, F. W. Judson, Midland Glass & Paint Co.; first vice-president, Luther Drake, Merchants National Bank; second vice-president, A. A. Nixon, Nixon Hay & Grain Co.; treasurer, H. S. Clarke, Jr., Corn Exchange National Bank; secretary, W. A. Ellis, Commercial Club of Omaha.

It is thought that the by-laws of the company will be patterned after those of the Kansas City Market.

A committee has been appointed to employ a competent inspector who has a thorough knowledge of hay and alfalfa and who is familiar with the workings of the hay inspection system in effect in other cities. It is probable that the grading rules will be the same as those of the National Hay Association or as near like as possible.

Following is given a list of stockholders in the Exchange:

J. F. Twamley, J. F. Twamley & Son; E. A. Knapp, E. A. Knapp Company; Nels Parsons, Parsons Commission Company; J. A. Cavers, Casco Milling Company; George Butler, Butler Bros.; M. Rosenblatt, Western Hay & Grain Company; A. W. Wagner, A. W. Wagner

Company; H. Foley, 2109 N. 24th Street; M. J. Hyland, Omaha Hay Company; C. L. Weekes, Weekes Grain Company; J. F. Hughes, Omaha Alfalfa Milling Company; E. O. Ames, Omaha Alfalfa Milling Company; J. M. Welsh, Welsh Grain Company; J. B. Owens, Stock Yards National Bank; F. W. Judson, Midland Glass & Paint Company; H. O. Edwards, Swift & Co.; A. A. Nixon, 305 Exchange Building; W. S. Jardine, Omaha Merchants' Express & Transfer Company; A. H. Rushforth, 5216 South 24th Street; A. L. Bergquist, A. L. Bergquist & Son; J. F. Prentiss, N. Y. Life Insurance Company; F. J. Farrington, John Deere Plow Company; R. K. Brown, Coal-Hill Coal Company; R. M. Tyson, Farmers' Educational & Co-operative Union of Nebraska; C. H. Pickens, Paxton & Gallagher Company; G. M. Durkee, Parlin & Orendorff Plow Company; A. C. Smith, M. E. Smith & Co.; F. S. Knapp, Omaha Box Company; T. A. Fry, Nebr. Savings & Loan Association; M. C. Peters, M. C. Peters Mill Company; W. T. Burns, M. C. Peters Mill Company; Ralph Peters, M. C. Peters Mill Company; Luther Drake, Merchants' National Bank; F. H. Davis, First National Bank; H. A. Tukey, A. P. Tukey & Son; G. E. Haverstick, U. S. National Bank; J. DeForest Richards, Omaha National Bank; H. S. Clarke, Jr., Corn Exchange National Bank; G. T. Wilson, Browning-King Company; Geo. A. Roberts, Roberts Grain Company; Barton Millard, Merriam-Millard Grain Company; E. S. Westbrook, Trans-Mississippi Grain Company; J. M. Albers, Albers & Pollock Commission Company; W. A. Ellis, Commercial Club of Omaha; N. B. Uddike, Uddike Grain Company; A. H. Bewsher, The Bewsher Company; C. C. Crowell, Crowell Lumber & Grain Company; J. A. Sunderland, Sunderland Brothers Company; L. M. Lord, Live Stock National Bank; C. M. Rice, Nebraska Hay Company.

SOME SOUTHERN HAY

Among the grasses and legumes that make good market hays in the South are lespedeza in the lower Mississippi Valley; Johnson grass over most of the cotton belt; Bermuda grass on the rich bottom lands; the Arlington mixtures (orchard grass, tall oat grass, and alsike) on the heavy uplands. Sudan grass is also showing much promise. In considering the relative merits of these market hays, it must be remembered that each market is likely to have its own requirements which do not always correspond to feeding values. There is also the question of prejudice to be taken into consideration.

This is particularly true of Johnson grass which has suffered greatly on the market from its bad reputation as a weed. It is indeed doubtful whether for this reason it should ever be sown on land not already occupied by it. Its merits in other respects, however, have been thoroughly demonstrated and on land already covered by it, it may be cut with profit for market hay. It is especially satisfactory for horses in the city, many livery men considering it practically as good as timothy for this purpose.

They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

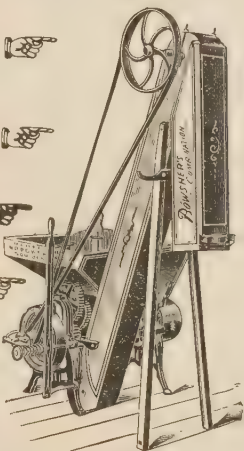
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

N. P. Bowsher Co., South Bend, Indiana



Transit Leaks

are unknown to the grain shippers who use

KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.
SHELBYVILLE, INDIANA, U. S. A.

MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878. Alton, Illinois

Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - \$548,396.68

G. A. McKINNEY, Sec'y

Western Department: Rollie Watson, Mgr., 402 Sedgwick Bldg. Wichita, Kansas.

MANLIFTS

Dumbwaiters, Power, Hand and ELECTRIC ELEVATORS or HOISTS

SIDNEY ELEVATOR MFG. CO., Sidney, Ohio

The time to install a HESS GRAIN DRIER is NOW

The rush season, with us, will soon be on, and the necessary addition of new men to our working force makes delays and errors inevitable, in spite of our best efforts.

Work to be done early is handled deliberately, with our regular force of drier experts having long experience in building HESS DRIERS, and the very best of efficiency is secured.

Prices are at the lowest just now. With the cost of steel and all other materials constantly advancing, and with supplies difficult to obtain, a higher scale of prices must be fixed, sooner or later.

DO YOUR SHOPPING EARLY! Let us know your wants and plan your drying equipment, before you need it to use.

HESS WARMING AND VENTILATING CO.

1210 Tacoma Building.

CHICAGO

OBITUARY

FEY.—Robt. Fey, a pioneer feed and flour dealer, died at Pittsburgh, Pa., recently.

MURPHY.—Joseph F. Murphy of the Cleveland Grain Company died at Covington, Ky.

FAIN.—Wm. Mercer Fain died at Atlanta, Ga. He was a member of the W. L. Fain Grain Company.

THOMPSON.—Aged 67 years, Frank E. Thompson, a grain and feed dealer, passed away at Carlisle, Pa.

ANDERSON.—Carl W. Anderson died recently. He was proprietor of the Anderson Fuel & Feed Co. of Denver, Colo.

McCULLOCH.—Geo. McCulloch, a member of the Winnipeg Grain Exchange, died during the month of April at Souris, Man.

GIDDENS.—I. S. Giddens died suddenly at Tampa, Fla. He was one of the pioneers in the wholesale grain and grocery trade.

FRAME.—On April 18, after a prolonged illness, George Frame of Frame, Knight & Co., grain merchants, died at Baltimore, Md.

BANTA.—James A. Banta passed away at Crawfordsville, Ind., aged 63 years. Mr. Banta was a well known grain dealer there.

PEARCE.—Geo. W. Pearce of Valparaiso, Ind., passed away at his home on April 22. Mr. Pearce was a pioneer grain dealer and miller.

ROBERTSON.—At the age of 69 years, Wm. Robertson died at Wilkinsburg, Pa. Mr. Robertson had been engaged in the grain business for many years.

JONES.—Joseph Jones died at North Tonawanda, N. Y., on April 22, aged 74 years. Mr. Jones was a flour and feed dealer at La Salle, N. Y., for 15 years.

MARVEL.—Albert Marvel, one-time grain inspector, died at Wellsville, Kan. Before he became state inspector, he was owner of an elevator at Olathe.

PERRIN.—Lewis Clark Perrin, a retired grain merchant of White Pigeon, Mich., died at the age of 75 years at Elkhart, Ind., leaving a widow and four children.

MORRIS.—Chas. B. Morris, owner of elevators and warehouses in the Bronx, N. Y., and for many years engaged in the hay, feed and grain business, died, aged 71 years.

MARTIN.—George C. Martin died at Pasadena, Cal., on April 29. He was a former grain man of Kansas City. He is survived by his widow, two sons and a daughter.

McASSEY.—James P. McAssey, for 25 years a member of the Chicago Board of Trade and manager of the Chicago office for Finley Barrell & Co., died at his home in Lombard, Ill.

ENGSTROM.—Daniel Engstrom, treasurer of the Benson-Newhouse-Stabeck Company of Minneapolis, died. Mr. Engstrom was a member of the Minneapolis Chamber of Commerce Association.

POLLARD.—At the age of 80 years, Edw. W. Pollard died at his home at Seattle, Wash. He was for many years connected with E. P. Bacon Company of the Chamber of Commerce of Milwaukee, Wis.

POLACHEK.—Lieut. Max Polachek died at Chicago, Ill., aged 78 years. Mr. Polachek had been former consul to Belgium and had served in the Civil War. Later he was a broker on the Board of Trade.

PALMER.—On April 22, Chas. L. Palmer died at his home at Irwin, Pa. Mr. Palmer was engaged in the feed and flour business at Irwin. He was a Civil War veteran and had been engaged in the above mentioned business for 46 years.

COUNSELMAN.—Willis F. Counselman died on April 14 at a hospital in Chicago, Ill. He was a member of the Chicago Board of Trade and in the employ of the grain firm Raymond, Pynchon & Co. Mr. Counselman had been operated on for appendicitis and died from the effects.

BARROWS.—After suffering for several months, Henry W. Barrows died at his residence at Manchester, Conn., on April 13. About 15 years ago Mr. Barrows purchased the grain business from the late V. C. Carter, but a year or two later retired from active business life. His widow and two children survive him.

HARRIS.—Geo. R. Harris, well known grain broker of Pittsburgh, Pa., passed away not long ago. Mr. Harris was manager of the grain department of George W. Eberhardt & Co., and within recent years had been in charge of the grain board

for Henry Sproul & Co. and Donner, Childs & Woods. His widow and one son survive.

PHILLIPS.—George Harshaw Phillips, who in 1900 came into the limelight on the Chicago Board of Trade because of his dealings in corn, died on April 17 at his home at Chicago, Ill. Phillips in 1900 ran a corner of 3,000,000 bushels of corn, which he sold at a profit of \$187,000, and later purchased 14,500,000 bushels of corn and cleaned up an even million and won for himself the name of "corn king." Mr. Phillips was born in Morris, Ill., and started in his career as errand boy for George A. Severns. In 1892, Mr. Severns purchased a seat on the Board of Trade for young Phillips, at that time but 24 years of age. In 1899 Mr. Phillips organized the firm of George H. Phillips & Co., and went into business for himself. After the sensational dealings of 1900, things went wrong and in August, 1901, he was obliged to close up his office, but in September he was doing business again. Finally in 1902 a second crash came and, unable to raise sufficient money to protect his holdings of 800,000 bushels of various "long" grains for a total of \$237,000, he failed and his books were closed. For five years he had been employed by the commission firm of Adolph Kempner & Co.

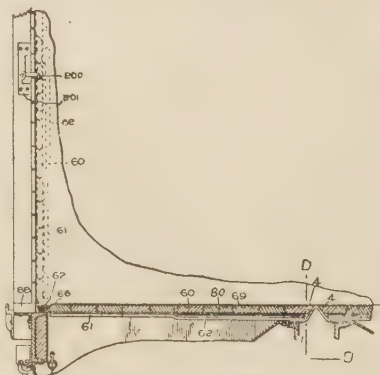
GRAIN TRADE PATENTS

Bearing Date of April 11, 1916

Car Seal.—William Tully Sondley, Montgomery, Ala. Filed August 20, 1914. No. 1,178,758.

Convertible Grain Door and Floor Section for Cars.—Richard Webb Burnett, Montreal, Quebec, Canada. Filed July 18, 1912. No. 1,179,277. See cut.

Claim: In a convertible car the combination with an underframe, of a combined floor member and grain door having upon the side thereof which is lowermost when down, a series of ribs cutting through lading

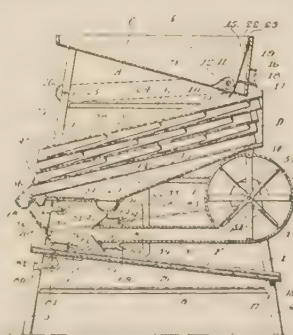


which happens to rest upon the horizontal surfaces beneath the said combined floor member and grain door and an extensible member, said ribs being offset to accommodate said extensible member.

Bearing Date of April 18, 1916

Grain Separator and Grader.—Ralph Robert Venus, Regina, Sask., Canada, assignor of one-half to Russel L. Delahay, Regina, Sask., Canada. Filed July 16, 1914. No. 1,179,875. See cut.

Claim: In a grain separator and in combination, a receiving hopper, an upper screening shoe located below the said receiving hopper, a lower shoe, a pivotally mounted deflecting plate, below the discharge end of

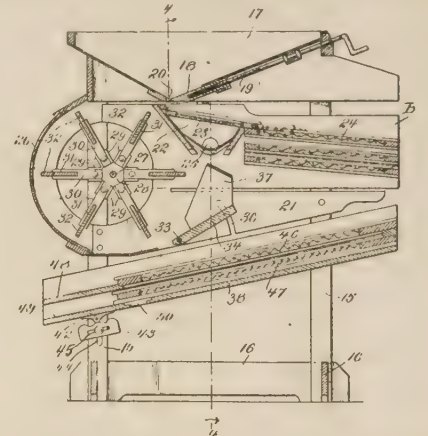


the upper shoe, means for operating the upper shoe and means for simultaneously operating the lower screening shoe and deflecting plate, as and for the purpose specified.

Seed Grader.—George McCabe, Spokane, Wash. Filed May 24, 1915. No. 1,180,165. See cut.

Claim: A seed grader comprising a frame having vertically disposed slots, blocks having longitudinally disposed slots, bolts passing through the slots of the

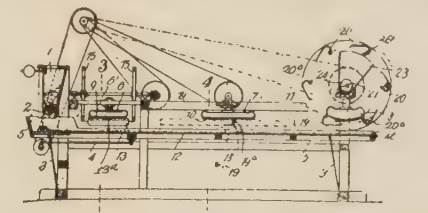
frame and the blocks, and serving as means for securing the blocks at adjusted positions upon the frame, a shoe mounted in an inclined position in the frame and having its lower end supported on the blocks, and



means for reciprocating the shoe in a direction in alignment with the slots in the blocks and transversely of the slots in the frame.

Electrostatic Apparatus for Separating and Cleaning Grits, Grain or the Like.—Jakob Kraus, Brunswick, Germany. Filed July 10, 1913. No. 1,179,936. See cut.

Claim: In an electrostatic apparatus for separating and cleaning grits, grain, seeds or the like, the combination with electrodes forming the attractive and re-



pellings poles of the electrostatic field respectively, of a stationary dielectric covering the electrode of the attractive pole, and of movable stripping off devices co-operating with said dielectric.

Bearing Date of April 25, 1916

Grain Door.—Roy C. Leitch, Jetmore, Kan. Filed May 14, 1915. No. 1,181,021.

Bearing Date of May 2, 1916

Grain Conditioner and Drier.—William W. Duncan, Toronto, Ont., Canada, assignor to Mary E. Wagner, Buffalo, N. Y. Filed May 6, 1912. No. 1,181,121.

Grain Car Door.—Benjamin L. Cornelius, Hutchinson, Kan. Filed September 9, 1913. No. 1,181,850.

Bearing Date of May 9, 1916

Alfalfa Mill.—Edward F. Rose, Fort Collins, Colo. Filed July 24, 1911. No. 1,182,106.

BARLEY CROPS IN MINNESOTA

The barley investigations of the United States Department of Agriculture were started as far back as 1898 and in 1907 the work was completely organized, says C. P. Bull of the Minnesota Agricultural Experiment Station, in Bulletin 148. Wheat had always been the principal crop in Minnesota and little thought had been given to the real necessity of diversifying the crop productions. Finally the quality and productiveness of the soil deteriorated so that it became apparent to the farmers that some other grain must be planted in order to make farming profitable and destroy the weeds. Barley and oats, the coarse grains, as a matter of course, were added first, for the growing of cultivated crops, grass and other forage crops was not considered. Thus barley came into favor as a weed-subduing grain and the ready sale which it found made it valuable as a cash crop. Then as more and more live stock was raised in the state, barley was recognized as a valuable feed, so that a larger and better market was offered for the crop. As a result, barley raising has steadily increased, especially during the past decade.

Because of the economic value, the following three classes are favored, viz., 6-rowed bearded, 2-rowed bearded and hooded or beardless. A fourth class used only for feed is the bearded hull-less, also called black hull-less. These classes are divided into different varieties which in turn are subdivided into so-called strains. For instance, in the 6-rowed variety, the Manchuria, are the different strains: Mansbury, Mensury, Mandscheuri, Mandscheuria, Houghton's Golden Queen, Oderbrucker, etc. Of the two varieties the 6-rowed and 2-rowed, the 2-rowed was the first to be used, although, as time went on, the 6-rowed became recognized as a better yielder and to be preferred in all respects. Consequently, the 2-rowed variety is very hard to dispose of at a profit on account of the difference in malting qualities.

FIELD SEEDS

Frank Howe has withdrawn from the Tucson Seed Company of Tucson, Ariz.

A mill for cleaning clover seed is to be installed by Quale-Johnston Company at Eugene, Ore.

From June 22 to 24, the American Seed Trade Association will hold its annual meeting at Chicago, Ill.

The seed business has been entered into at Waterloo, Iowa, by the Webberking Implement & Seed Company.

Arrangements are under way by O. G. Vold at Forest City, Iowa, for locating his seed corn drying apparatus at that place.

The H. Herzstein Seed Company of Clayton, N. M., has announced that it will in the near future establish a 160-acre experimental farm near there.

At Indianapolis, Ind., the Indiana-Illinois Seed Wheat Company has filed articles of incorporation with A. D. Warren, F. F. Warren, T. S. Barr and J. B. Jewell as directors. The capital stock amounts to \$5,000.

The Albert Dickinson Company of Chicago, Ill., has arranged for the construction of an elevator at Minneapolis, Minn., of 300,000 bushels' capacity. A holding company, known as the Twin City Trading Company, handles the property, which includes 160 acres of trackage. The company has its own switching engine and its own section crew, and the new addition will make the plant the most modern seed warehouse.

OHIO REPORT ON CLOVER SEED

J. F. Zahm & Co. of Toledo say in their market letter of May 10: "Regarding the Ohio state report on clover which came on May 5 and read as follows: 'Clover acreage 91 per cent of last year.'

"We asked the secretary of the Ohio Board of Agriculture to explain just what this meant. He replies as follows: 'The report refers to clover that was sown last season and will be mowed this spring.'

"In other words, when the reports were sent to Columbus the acreage of clover in Ohio was 91

per cent of last year, and this clover will be cut for hay in a few weeks and then allowed to grow for seed. Acreage last year was big, but rain during the fall, or after the clover was cut, ruined most of the seed.

"According to the state figures the prospect is not as bad as reports indicate, especially if the plant makes plenty of seed and the weather this fall is different from a year ago."

"TURNIP" RAPE SEED

Under normal conditions the United States has received a great part of its supply of winter rape seed from the Netherlands, but owing to the restrictions placed on the export of this seed during the past year other sources of supply have been sought. This has resulted in seed of several types of plants being imported under the name of rape from countries not usually contributing to our supply.

Approximately 95,000 pounds of seed of "turnip" rape, or enough to sow 19,000 acres, have been imported since April 1, 1915. This so-called "turnip" rape is not rape at all but a turnip without the thickened root of the garden turnip.

The plants are winter annuals, with a growing period similar to that of winter rape, not blossoming or seeding the season in which the seed is planted.

The seeds of "turnip" rape are usually smaller than those of winter rape, with more deeply marked net work and often are of a grayish-black color. The seedlings of the two plants can be distinguished definitely by the fact that all the leaves of turnip rape grow from practically the same point, forming a rosette, while there is a space or interval between each successive two leaves of winter rape, a definite stem being thus formed.

As the seed of turnip rape is being offered for sale throughout the country at the present time, under the name of winter rape, or dwarf Essex rape, a warning has been issued by the U. S. Dept. of Agriculture for buyers to be on their guard against purchasing seed of "turnip" rape in place of that of the true winter rape.

Grain and
Seeds

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For Kaffir Corn, Feterita, Cane of all kinds, Millet, Turkey Wheat, Milo, Sudan Grass. Write W. J. MADDEN, Hays, Kan.

FOR SALE

For White Blossom Sweet Clover Seed, scarified for full, quick, germination, write YOUNG-RANDOLPH SEED CO., Owosso, Mich.

WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

GRAIN FOR SALE

Wanted, buyers of white, hard and red milling wheat to advise their wants. We can supply you. FARMERS' GRAIN CO., Railway Exchange, Denver, Colo.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

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ASSOCIATIONS

CONVENTION CALENDAR

May 23-24—Oklahoma Grain Dealers' Association, Oklahoma City.
May 26-27—Texas Grain Dealers' Association at Fort Worth.
May 25-27—National Association of Managers of Farmers' Elevator Companies, Kansas City, Mo.
June—Northwestern Grain Dealers' Association, Hunters' Hot Springs, Mont.
June 22-24—American Seed Trade Association, at Chicago.
July 6-7—Ohio Grain Dealers' Association at Cedar Point.
July 11-13—National Hay Association, Cedar Point, Ohio.
August 3—Michigan Hay & Grain Association, Battle Creek.
September 25-27—Grain Dealers' National Association, Baltimore.

IOWA MEETING AT CEDAR RAPIDS

The Western Grain Dealers' Association held its annual meeting at Cedar Rapids, Iowa, April 14 and 15, with an attendance of over 200 grain dealers and guests, including F. A. Derby of Topeka, president of the Kansas Grain Dealers' Association, and Chas. Quinn, secretary of the Grain Dealers' National Association.

President F. D. Milligan of Jefferson, Iowa, and Secretary Geo. A. Wells of Des Moines presented their reports, and an unusually interesting program was carried out during the two days of the convention. The entertainment feature was a banquet at Montrose Hotel at 6 o'clock of the opening day of the meeting.

Officers chosen to serve the coming year are: S. W. Wilder of Cedar Rapids, president; O. K. Morrison, South English, vice-president. Directors: E. M. Miller, Guthrie Center; L. W. Larson, Rolfe; F. E. Trainer, Ackley; William Clauson, Wall Lake; J. E. Kennel, Fremont.

RESOLUTIONS

Resolutions adopted at the meeting were as follows:

Natural Shrinkage.

Whereas, it being reported that the Western Trunk Lines Association have adopted or are about to adopt the following rules, same to be incorporated in freight tariffs:

"Carriers will not be responsible for differences in weight on bulk grain due to natural shrinkage or discrepancies in weight and will only be responsible where actual loss is due to defective equipment or other causes for which the carriers are liable.

"Where liability is established the loss in weight will be subject to the deduction of one-eighth of one per cent on wheat or oats or other similar grain and one-fourth of one per cent on corn, these deductions representing a reasonable shrinkage due to evaporation or other natural causes to be made from the shipping weights."

Resolved, that we oppose the adoption of any rule by the Western Trunk Lines whereby the shipper will be penalized for any allowance in weight in settlement of claims for loss in transit, for it is imposing an unjust burden upon the grain shippers and producers amounting to an unearned tariff rate, also is inequitable, for there are great losses due to careless handling and lack of safeguarding grain in transit and in terminals for which the carrier is responsible and for which claims for loss are not filed. Therefore, be it further

Resolved, by this Association in convention assembled, that emphatic protest be made to any tariff provision which will impose additional discrimination of questionable legality upon the grain business.

Pomerene Bill.

Whereas, the members of this Association have at previous conventions heartily endorsed the Pomerene Bill of Lading Bill, which measure has been passed unanimously by the United States Senate in the 62nd, the 63rd and the present (the 64th) Congress, and

Whereas, this Bill has in the two previous Congresses died by inaction because of the failure of the House Committee on Interstate and Foreign Commerce to report it, and

Whereas, the Pomerene Bill has the full and enthusiastic support of the entire shipping public,

Resolved, that the Western Grain Dealers' Association, in convention assembled, heartily endorse this measure, which would give the grain dealers of the country an equitable bill of lading, and

Resolved, that we urge the speedy passage of the Bill and that we use every legitimate effort to bring the measure to a vote in the House at this session of Congress.

The Grain Grades Act.

Whereas, there is pending before Congress the Rubey Bill, which Bill is substantially the same as that known to the trade as the Moss Bill or Grain Grades Act, and

Whereas, this Association has heretofore gone on record as favoring the Moss Bill, which is designed to bring about supervision of grain inspection by the Federal Government,

Resolved, that we re-affirm our position with reference to this Bill, which has been favorably reported by the House Committee on Agriculture and is now on the calendar awaiting action.

Margin Rule.

Whereas, many dealers are uninformed as to a rule prevailing in some terminal markets that buyers may call for margins on cash grain sales for deferred ship-

ment and of any reciprocal privilege to call the purchaser for the same protection, be it

Resolved, that the secretary be instructed to call the attention of each of our members to the existence of this rule that they may properly govern their transactions of this character.

Terminal Market Rules.

Resolved, that there should be more uniformity of rules in the different grain markets and that a synopsis of such rules, especially those that relate to the vital interest of the country shipper, should be published as expressing the "terms" of each market and that the rules conform to actual practice as far as possible.

Minimum Car Load Weights and Rules.

Whereas, the Central Freight Association will shortly adopt the Minimum Weights and Rules recommended to them by The Grain Dealers' National Association and shippers and as uniformity is desirable in the exchange and transfer of grain from one territory to another, therefore be it

Resolved, that this subject be referred to the Transportation Committee of this Association with power to act.

Resampling and Reinspection at Chicago.

Whereas, it is customary for some track buyers of grain for deferred delivery for direct shipment to Chicago to waive resampling of such grain in accordance with the rules, but defer doing so until arrival of cars at unloading points and employ private samplers for that purpose, which in many instances is unfair to the seller, therefore be it

Resolved, that we urge upon the Terminal Market Committee of this Association the necessity of taking up this subject with the purpose of requiring that resampling be done in accordance with the rules and by the State Grain Inspection Department.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE AT CAIRO, ILL.

Delta Elevator and grounds, modern equipment, eight acres, five railroad entrances. Reason for selling, death of owner. MRS. J. B. MAGEE, 438 11th St., Cairo, Ill.

FOR SALE

The undersigned will sell his elevator at public auction on June 1, 1916, at the plant on E. 4th St., Mansfield, Ohio, to the highest bidder. J. M. SMITH, Bucyrus, Ohio.

FOR SALE OR RENT

An 80-barrel water power mill in A-1 condition. Makes excellent quality flour. A money-maker for live man. Old age reason for change. S. F. M., Box 5, care "American Elevator and Grain Trade," Chicago, Ill.

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A 25,000-bushel grain elevator, 22 miles from Minneapolis on C. M. & St. P. Railroad, in the village of Lakeville, Minn. The elevator is in good condition, with hopper and dump scales, also a gasoline engine and ticket office. Will sell cheap. Inquire of J. J. HYNES, Rosemount, Minn.

Miscellaneous Notices

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A CHANCE OF A LIFETIME

For sale, \$10,000 stock in alfalfa and feed mill, having capacity of 50 tons per day. BOX 964, Phoenix, Ariz.

MISCELLANEOUS NOTICE

HAY WANTED.

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WANTED

Manager for feed mill, capacity 50 tons. Right man can buy \$5,000 to \$10,000 stock in mill and have active management of plant. BOX 964, Phoenix, Ariz.

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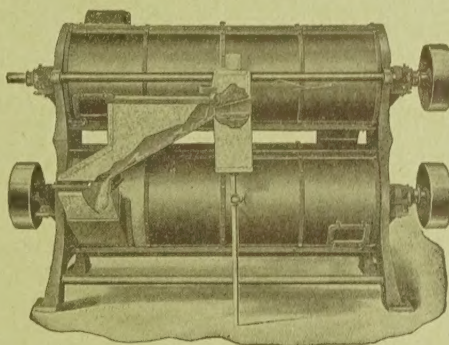
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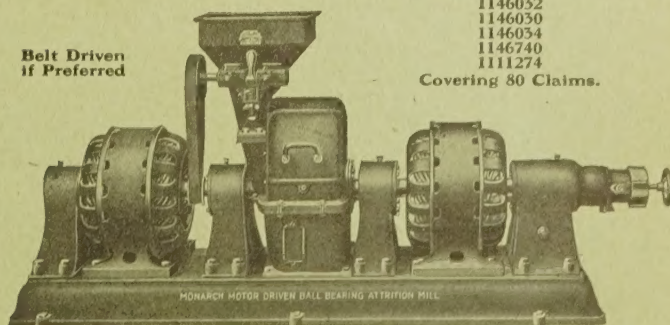
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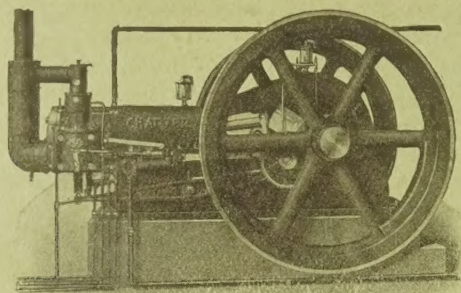
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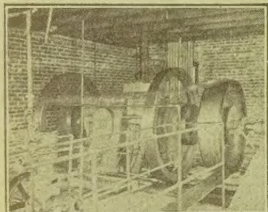
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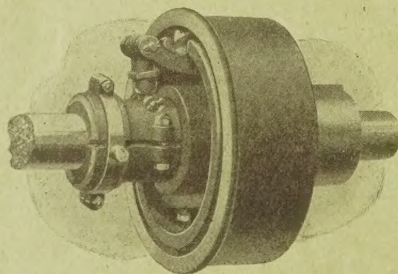
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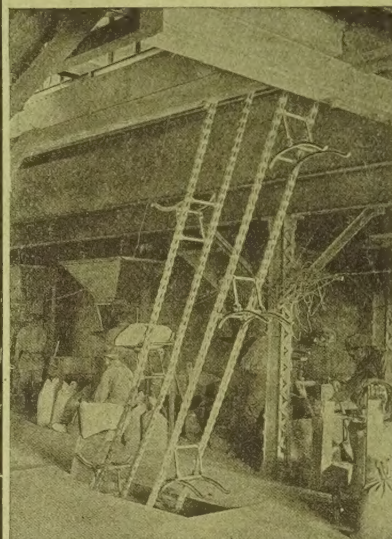
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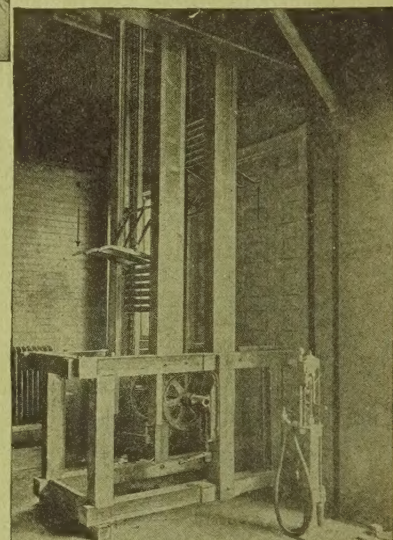
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DAY DUST COLLECTING SYSTEM



The Washburn-Crosby Company, of Minneapolis, has installed in its elevator THE DAY DUST COLLECTING SYSTEM.

When considering dust collectors or dust collecting systems, no matter how small or large, or how many or how few, write

THE DAY COMPANY
Minneapolis, Minn.